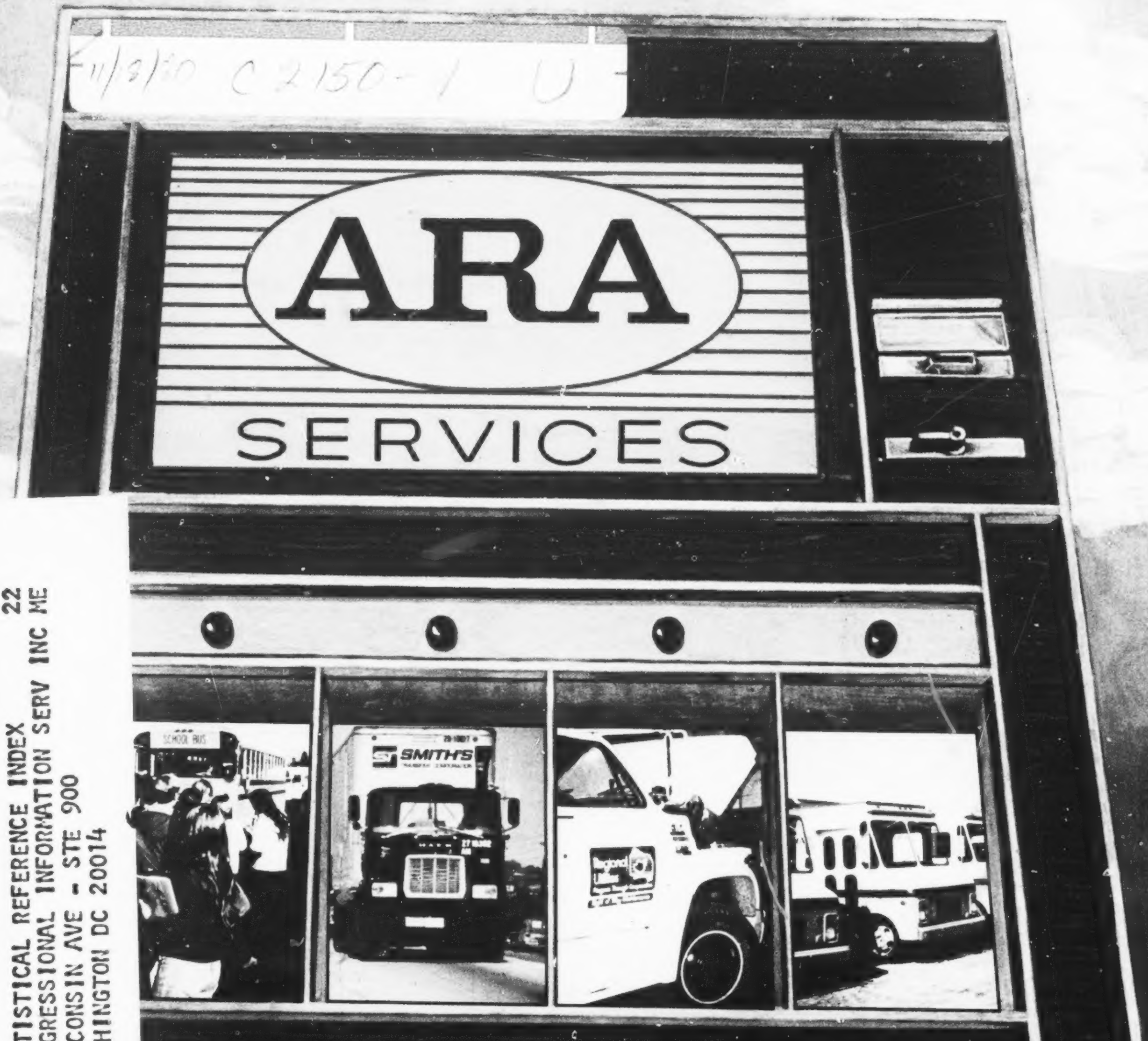
BEST AVAILABLE COPY

Chilton's

November 1980

11/12/80 C 2150-1 U



STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
WISCONSIN AVE - STE 900
WASHINGTON DC 20014

ENDING MACHINE SPAWNS A TRANSPORTATION GIANT

Also:

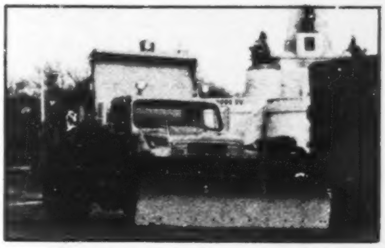
- Boosting Fuel Economy From The Driver's Seat
- The Right Man In The Right Place At The Right Time
- Delivering Dough With Diesels

1979
Jesse H. Neal Award
For Best Editorial

CCJ
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 11 NOVEMBER 1980

62 FROM COFFEE CUPS TO TRUCKS

Launched 21 years ago as a small vending machine and institutional food service operation, ARA today is a major force in the trucking industry. In addition to its own private fleet, ARA owns Smith's Transfer; is the largest, single operator of school buses in America; and is currently experimenting with municipal fleet management and rebuild shops. A look at a controversial company that has found financial happiness out of a simple vending machine.



69 SNOW AND ICE CONTROL ON ILLINOIS HIGHWAYS

Automatic transmissions and diesel engines prove their worth for the versatile highway fleet operated by Illinois DOT. Featuring International Harvester equipment, the state is responsible for maintaining 16,000 miles of road. Today, DOT is doing a better job at less cost thanks to diesel power.

72 GENE KANE: RIGHT MAN IN THE RIGHT PLACE AT THE RIGHT TIME

Eugene I. Kane, president of E. I. Kane, Inc., of Baltimore, Md., is the new chairman of American Trucking Associations. For an industry that finds itself in a state of change, Kane brings a steady hand to trucking. A strong family man with deep religious beliefs, Kane has spent all his life in the trucking industry and is the first chairman to belong to three ATA conferences at the same time.

77 DIESELS DELIVER THE BREAD

Since 1979, Dallas-based Campbell Taggart, Inc., the nation's second-largest baking company, has been replacing gasoline power with air-cooled diesels as fast as it can buy new trucks. The result is one of the biggest small-diesel delivery fleets in the U.S. with up to 60% savings on fuel costs.

80 DRIVERS CAN BOOST FUEL MILEAGE

Training and motivating drivers to conserve fuel can provide mile-per-gallon gains of 15% or more. A close-up look at what several fleets have achieved, plus guidelines for starting your own fuel conservation program.

The Maintenance Shop Section Follows Page 92

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	July-80	17,977	4,766	353	6,916	—	—	55	6	—	—	—	2,775	—	—	32,848
	7 Mos.-80	161,021	30,828	8,504	66,791	—	—	10,484	104	—	—	—	18,003	—	—	295,735
6,001-10,000 lbs.	July-80	9,639	3,252	5,969	12,618	—	648	166	53	—	—	—	—	—	—	32,345
	7 Mos.-80	106,474	25,474	65,361	172,332	—	4,424	10,789	612	—	—	—	—	—	8	385,474
10,001-14,000 lbs.	July-80	—	—	3,189	—	—	—	—	—	—	—	—	—	—	—	3,189
	7 Mos.-80	—	—	4,309	—	—	—	—	—	—	—	—	—	—	1	4,310
14,001-16,000 lbs.	July-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	7 Mos.-80	—	—	4	—	—	—	—	—	—	—	—	—	—	13	17
16,001-19,500 lbs.	July-80	47	95	—	—	—	—	—	—	—	—	—	—	—	—	142
	7 Mos.-80	545	536	—	—	—	—	—	—	—	—	—	—	—	17	1,098
19,501-26,000 lbs.	July-80	1,178	1,880	—	387	—	652	—	—	—	—	—	—	—	—	4,097
	7 Mos.-80	9,529	12,078	—	6,991	—	3,101	—	—	—	—	—	—	—	20	31,719
26,001-33,000 lbs.	July-80	12	126	—	1,607	—	1,884	—	—	—	—	—	—	—	—	3,629
	7 Mos.-80	347	1,267	—	22,174	—	6,056	—	—	—	—	—	—	—	5	29,849
33,001 lbs. and over	July-80	142	1,078	—	539	648	2,646	—	—	555	1,231	361	—	536	212	7,948
	7 Mos.-80	924	9,778	—	8,423	6,460	8,816	—	—	6,071	12,287	4,169	—	4,176	1,066	62,170
Total	July-80	28,995	11,197	9,511	22,067	648	5,830	221	59	555	1,231	361	2,775	536	212	84,198
	7 Mos.-80	278,840	79,961	78,178	276,711	6,460	22,397	21,273	716	6,071	12,287	4,169	18,003	4,176	1,130	810,372
	7 Mos.-79	673,404	193,606	156,679	674,135	8,629	60,095	60,783	6,462	8,647	18,620	5,534	—	7,096	1,234	1,874,924
Trucks with Diesel Engines*	7 Mos.-80	26,324	22,971	—	20,333	6,460	15,791	—	—	6,071	12,287	4,169	10,249	4,176	1,091	129,922
	7 Mos.-79	24,397	20,443	—	21,869	8,629	32,245	—	—	8,647	18,620	5,534	—	7,096	1,222	148,702

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	July-80	6,148	—	301	12	101	6,562
	7 Mos.-80	24,265	—	1,263	342	454	26,324
Ford	July-80	—	—	69	941	505	1,515
	7 Mos.-80	—	—	750	11,559	8,024	20,333
Freightliner	July-80	—	—	—	—	648	648
	7 Mos.-80	—	—	—	—	6,460	6,460
GMC	July-80	2,239	—	626	109	1,049	4,023
	7 Mos.-80	9,995	—	2,339	1,229	9,408	22,971
IHC	July-80	—	358	244	1,466	2,642	4,710
	7 Mos.-80	—	1,897	800	4,286	8,808	15,791
Kenworth	July-80	—	—	—	—	555	555
	7 Mos.-80	—	—	—	—	6,071	6,071
Mack	July-80	—	—	—	—	1,231	1,231
	7 Mos.-80	—	—	—	—	12,287	12,287
Peterbilt	July-80	—	—	—	—	361	361
	7 Mos.-80	—	—	—	—	4,169	4,169
Volkswagen	July-80	1,516	—	—	—	—	1,516
	7 Mos.-80	10,249	—	—	—	—	10,249
White	July-80	—	—	—	—	536	536
	7 Mos.-80	—	—	—	—	4,176	4,176
Others	July-80	—	—	—	—	212	212
	7 Mos.-80	—	—	20	5	1,066	1,091
Total	July-80	9.903	358	1,240	2,528	7,840	21,869
	7 Mos.-80	44,509	1,897	5,172	17,421	60,923	129,922
	July-79	3,693	1	2,746	1,783	12,848	21,071
	7 Mos.-79	22,707	217	11,637	14,548	99,593	148,702

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

TRUCK AND BUS PRODUCTION

Make	August 1980	August 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	9,143	44,167	315,166	750,626
GMC	5,394	21,238	108,181	249,964
Chrysler	3,914	2,904	88,669	236,472
Ford	41,844	33,409	355,035	788,542
International	8,750	12,069	39,521	91,569
Jeep Corp.	6,636	10,625	46,630	94,979
AM General	1,444	2,102	6,166	14,244
Mack	1,184	3,387	16,213	24,751
Volkswagen of America	2,499	—	20,276	—
White	—	880	3,362	8,064
Others	2,514	3,220	26,271	28,424
Total—Trucks and Buses	83,322	134,001	1,025,490	2,287,635
Total—Passenger Cars	312,635	448,981	4,144,543	5,927,682
Total—Motor Vehicles	395,957	582,982	5,170,033	8,215,317

Source: Motor Vehicle Mfrs. Assoc.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	July 1980	7 Months—1980	
		Units	Value[2]
Vans	4,050	46,993	591,830
Tanks	599	5,229	149,308
Bulk commodity and dry material	127	1,138	28,367
Pole and logging	77	678	8,175
Platform	1,108	12,649	107,068
Low-bed heavy haulers (over 10 tons)	625	3,990	55,785
Dump trailers and dump chassis	497	4,588	70,472
Dollies or converter gear	196	4,262	15,758
Auto transports	10	126	3,157
All other tractors and chassis	168	1,794	15,389
Total—Complete tractors and chassis	7,457	81,447	1,045,309
Detachable trailers[1]	258	3,927	38,606
Detachable trailers chassis[1]	820	8,462	34,308

Source: Industry Division, Bureau of the Census.
[1] Sold separately.
[2] Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	July-80	53	38	431	—	—	6,280	6,802
	7 Mos.-80	474	130	2,145	—	—	25,017	27,766
Chrysler	July-80	—	—	—	—	—	—	—
	7 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	July-80	1,167	402	525	—	—	—	2,094
	7 Mos.-80	12,736	5,596	6,612	—	—	—	24,944
Freightliner	July-80	82	460	127	—	—	—	669
	7 Mos.-80	863	4,086	1,592	—	—	—	6,541
GMC	July-80	379	496	1,325	—	—	2,243	4,443
	7 Mos.-80	1,879	4,031	8,484	—	—	10,138	24,532
International	July-80	197	2,323	527	1,738	—	388	5,173
	7 Mos.-80	814	7,667	1,959	5,196	—	1,985	17,621
Jeep Corp.	July-80	—	—	—	—	—	30	30
	7 Mos.-80	—	—	—	—	—	†1,577	1,577
Kenworth	July-80	67	472	187	—	—	—	726
	7 Mos.-80	1,240	4,214	1,708	—	—	—	7,162
Mack	July-80	38	130	25	—	1,403	33	1,629
	7 Mos.-80	133	1,029	197	—	13,256	193	14,808
Peterbilt	July-80	106	250	63	—	—	—	419
	7 Mos.-80	822	2,743	901	—	—	—	4,466
Volkswagen	July-80	—	—	—	—	—	1,522	1,522
	7 Mos.-80	—	—	—	—	—	10,282	10,282
White	July-80	45	388	137	—	—	—	570
	7 Mos.-80	355	3,129	1,035	—	—	—	4,519
Others	July-80	64	60	88	—	—	—	212
	7 Mos.-80	339	513	548	—	—	—	1,400
Totals	July-80	2,198	5,019	3,435	1,738	1,403	10,496	24,289
	7 Mos.-80	19,655	33,306	25,181	5,196	13,256	50,248	146,842
	July-79	2,972	6,508	7,124	1,313	2,336	3,760	24,013
	7 Mos.-79	23,244	49,516	41,055	11,139	19,264	24,009	168,227

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Nissan, Olds, Perkins and Scandia Vabis. †Isuzu.

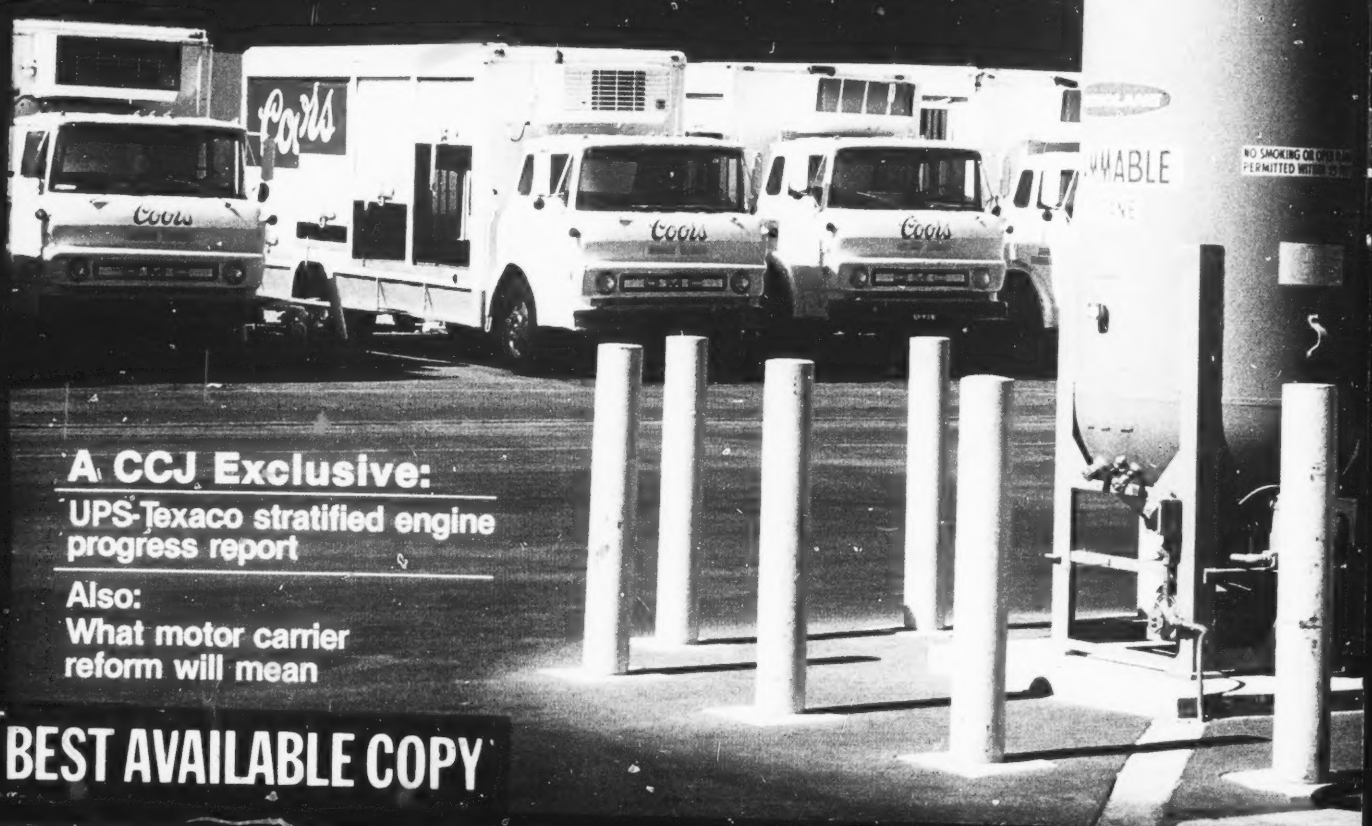
December 1980

Chilton's CCJ

COMMERCIAL CAR JOURNAL / for Fleet Management

1/21/81 C 2150-4 J

The New Popularity Of Gaseous Fuel



A CCJ Exclusive:

UPS-Texaco stratified engine progress report

Also:

What motor carrier reform will mean

BEST AVAILABLE COPY

1979
Jesse H. Neal Award
For Best Editorial

CCJ
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 137 NUMBER 12 DECEMBER 1980

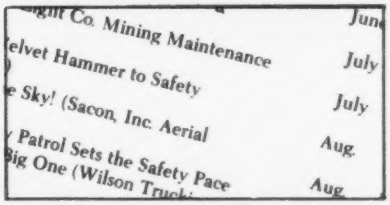
54 **THE NEW POPULARITY OF GASEOUS FUELS**
Converting gasoline-powered light- and medium-duty trucks to propane or compressed natural gas can drastically reduce fuel costs-per-mile while substantially increasing engine life. The pros and cons of alternate fuels from the fleet viewpoint.

61 **NEAT FLEET IN THE PACIFIC NORTHWEST**
Small size, quality equipment and good maintenance combine to spell success for DeYoung Trucking, a Seattle-area feed-hauling fleet that gives the impression of a first-class operation wherever it goes.

64 **ROOKIES OF THE YEAR**
Newest winners of CCJ's coveted Rookie Of The Year Award presented in conjunction with ATAs' Safe Truck Driver Roadeos.

67 **MOTOR CARRIER REFORM: WHAT IT COULD MEAN**
Commercial Car Journal goes to Capitol Hill and explores the machinations and Congressional pressures involved in the drafting of the Motor Carrier Act of 1980. Exclusive interviews bring into focus what the for-hire industry could have been turned into and what may eventually evolve in the '80s.

74 **ENGINE OF THE FUTURE!**
A progress report on the new engine United Parcel Service and Texaco have developed to replace gasoline power in UPS' vast package delivery fleet. Neither gas nor diesel, it combines the best cost, maintenance, performance and economy features of both with an amazing tolerance for almost any kind of liquid fuel.



ight Co. Mining Maintenance Jun
elvet Hammer to Safety July
)
e Sky! (Sacon, Inc. Aerial July
Patrol Sets the Safety Pace Aug.
ig One (Wilson Truck Aug.

80 **1980 EDITORIAL INDEX**
A handy reference and cross-section of the feature stories published by CCJ during the last 12 months, plus coverage of major new product announcements.

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Aug.-80	1,949	662	149	11,661	—	—	2,733	—	—	—	—	2,384	—	—	19,538
	8 Mos.-80	162,970	31,490	8,653	78,452	—	—	13,217	104	—	—	—	20,387	—	—	315,273
6,001-10,000 lbs.	Aug.-80	3,720	1,147	2,424	24,559	—	1,121	1,002	—	—	—	—	—	—	—	33,973
	8 Mos.-80	110,194	26,621	67,785	196,891	—	5,545	11,791	612	—	—	—	—	—	8	419,447
10,001-14,000 lbs.	Aug.-80	—	—	263	—	—	—	—	—	—	—	—	—	—	—	263
	8 Mos.-80	—	—	4,572	—	—	—	—	—	—	—	—	—	—	1	4,573
14,001-16,000 lbs.	Aug.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	8 Mos.-80	—	—	4	—	—	—	—	—	—	—	—	—	—	13	17
16,001-19,500 lbs.	Aug.-80	104	122	—	—	—	—	—	—	—	—	—	—	—	—	226
	8 Mos.-80	649	658	—	—	—	—	—	—	—	—	—	—	—	17	1,324
19,501-26,000 lbs.	Aug.-80	1,285	1,534	—	491	—	621	—	—	—	—	—	—	—	—	3,931
	8 Mos.-80	10,814	13,612	—	7,482	—	3,722	—	—	—	—	—	—	—	20	35,650
26,001-33,000 lbs.	Aug.-80	4	125	—	1,694	—	2,145	—	—	—	—	—	—	—	—	3,968
	8 Mos.-80	351	1,392	—	23,868	—	8,201	—	—	—	—	—	—	—	5	33,817
33,001 lbs. and over	Aug.-80	209	1,020	—	612	408	2,133	—	—	609	1,214	373	—	508	114	7,200
	8 Mos.-80	1,133	10,798	—	9,035	6,868	10,949	—	—	6,680	13,501	4,542	—	4,684	1,180	69,370
Total	Aug.-80	7,271	4,610	2,836	39,017	408	6,020	3,735	—	609	1,214	373	2,384	508	114	69,099
	8 Mos.-80	286,111	84,571	81,014	315,726	6,868	28,417	25,008	716	6,680	13,501	4,542	20,387	4,684	1,244	879,471
	8 Mos.-79	716,647	214,416	170,738	707,423	10,200	67,062	67,940	7,455	9,944	20,982	6,066	—	7,912	1,273	2,008,058
Trucks with Diesel Engines*	8 Mos.-80	27,011	24,966	—	21,833	6,868	21,002	—	—	6,680	13,501	4,542	11,584	4,684	1,205	143,876
	8 Mos.-79	27,196	23,964	—	23,546	10,200	36,096	—	—	9,944	20,982	6,066	—	7,912	1,261	167,167

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Aug.-80	165	—	334	4	184	687
	8 Mos.-80	24,430	—	1,597	346	638	27,011
Ford	Aug.-80	—	—	75	851	574	1,500
	8 Mos.-80	—	—	825	12,410	8,598	21,833
Freightliner	Aug.-80	—	—	—	—	408	408
	8 Mos.-80	—	—	—	—	6,868	6,868
GMC	Aug.-80	215	—	666	119	995	1,995
	8 Mos.-80	10,210	—	3,005	1,348	10,403	24,966
IHC	Aug.-80	—	802	335	1,944	2,130	5,211
	8 Mos.-80	—	2,699	1,135	6,230	10,938	21,002
Kenworth	Aug.-80	—	—	—	—	609	609
	8 Mos.-80	—	—	—	—	6,680	6,680
Mack	Aug.-80	—	—	—	—	1,214	1,214
	8 Mos.-80	—	—	—	—	13,501	13,501
Peterbilt	Aug.-80	—	—	—	—	373	373
	8 Mos.-80	—	—	—	—	4,542	4,542
Volkswagen	Aug.-80	1,335	—	—	—	—	1,335
	8 Mos.-80	11,584	—	—	—	—	11,584
White	Aug.-80	—	—	—	—	508	508
	8 Mos.-80	—	—	—	—	4,684	4,684
Others	Aug.-80	—	—	—	—	114	114
	8 Mos.-80	—	—	20	5	1,180	1,205
Total	Aug.-80	1,715	802	1,410	2,918	7,109	13,954
	8 Mos.-80	46,224	2,699	6,582	20,339	68,032	143,876
	Aug.-79	2,396	5	1,543	1,548	12,973	18,465
	8 Mos.-79	25,103	222	13,180	16,096	112,566	167,167

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	August 1980	8 Months—1980 Units	8 Months—1980 Value[2]
Vans	5,437	52,460	662,145
Tanks	520	5,767	165,027
Bulk commodity and dry material	101	1,239	30,975
Pole and logging	51	729	8,782
Platform	989	13,638	115,962
Low-bed heavy haulers (over 10 tons)	609	4,586	62,543
Dump trailers and dump chassis	392	4,978	76,611
Dollies or converter gear	304	4,569	17,066
Auto transports	18	144	3,583
All other tractors and chassis	314	2,108	16,953
Total—Complete tractors and chassis	8,735	90,218	1,159,647
Detachable trailers[1]	231	4,158	40,339
Detachable trailers chassis[1]	1,069	9,531	39,836

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

TRUCK AND BUS PRODUCTION

Make	September 1980	September 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	33,712	61,763	348,878	812,389
GMC	12,551	22,389	120,732	272,353
Chrysler	12,336	12,433	101,005	248,905
Ford	51,352	58,873	406,387	847,415
International	7,824	9,835	47,345	101,404
Jeep Corp.	9,605	9,399	56,235	104,378
AM General	498	1,800	6,664	16,044
Mack	1,708	2,923	17,921	27,674
Volkswagen of America	353	—	20,629	—
White	—	843	3,362	8,907
Others	2,520	2,850	28,791	31,274
Total—Trucks and Buses	132,459	183,108	1,157,949	2,470,743
Total—Passenger Cars	531,912	622,078	4,676,455	6,549,760
Total—Motor Vehicles	664,371	805,166	5,834,404	9,020,503

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants
including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Aug.-80	253	32	338	—	—	165	788
	8 Mos.-80	727	162	2,483	—	—	25,182	28,554
Chrysler	Aug.-80	—	—	—	—	—	—	—
	8 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Aug.-80	1,023	439	578	—	—	—	2,040
	8 Mos.-80	13,759	6,035	7,190	—	—	—	26,984
Freightliner	Aug.-80	28	323	78	—	—	—	429
	8 Mos.-80	891	4,409	1,670	—	—	—	6,970
GMC	Aug.-80	510	359	1,327	—	—	215	2,411
	8 Mos.-80	2,389	4,390	9,811	—	—	[illegible],353	26,943
International	Aug.-80	257	1,716	420	2,288	—	902	5,583
	8 Mos.-80	1,071	9,383	2,379	7,484	—	2,887	23,204
Jeep Corp.	Aug.-80	—	—	—	—	—	†2	2
	8 Mos.-80	—	—	—	—	—	†1,579	1,579
Kenworth	Aug.-80	109	461	135	—	—	—	705
	8 Mos.-80	1,349	4,675	1,843	—	—	—	7,867
Mack	Aug.-80	36	99	36	—	1,389	25	1,585
	8 Mos.-80	169	1,128	233	—	14,645	218	16,393
Peterbilt	Aug.-80	99	241	100	—	—	—	440
	8 Mos.-80	921	2,984	1,001	—	—	—	4,906
Volkswagen	Aug.-80	—	—	—	—	—	1,336	1,336
	8 Mos.-80	—	—	—	—	—	11,618	11,618
White	Aug.-80	48	408	144	—	—	—	600
	8 Mos.-80	403	3,537	1,179	—	—	—	5,119
Others*	Aug.-80	20	42	54	—	—	—	116
	8 Mos.-80	359	555	602	—	—	—	1,516
Totals	Aug.-80	2,383	4,120	3,210	2,288	1,389	2,645	16,035
	8 Mos.-80	22,038	37,426	28,391	7,484	14,645	52,893	162,877
	Aug.-79	4,108	9,727	7,754	7,605	4,772	12,806	46,772
	8 Mos.-79	27,352	59,243	48,809	18,744	24,036	36,815	214,999

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*"All Others" includes Nissan, Olds and Scandia Vabis. †Isuzu.

JAN

1981

BEST AVAILABLE COPY

January 1981

Chilton's CCJ

COMMERCIAL CAR JOURNAL for Fleet Management

Decade of the '80s
THE SUPPLIERS MAKE FORECASTS
Part III

2/6/81 C [illegible]

CFS CONTINENTAL'S JAY LUMB: ...

SHOPPING FOR BETTER FLEET CONTROL

[illegible] Truck-RR Competition Heats Up • Air Brake Compatibility: A One-Second [illegible]

1979
Jesse H. Neal Award
For Best Editorial

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 11 JANUARY 1981

74 CFS: MEETING THE CHALLENGE

Centralizing operational and maintenance control of 1000 vehicles scattered coast-to-coast can be a tough job for even the most experienced fleetman. CFS, the nation's second-largest food distributor, is meeting that challenge with extensive use of on-board computers and a healthy dose of new management talent.

81 JACKKNIFE IN THE BALANCE

The government regulatory lark, combined with fast-changing technology, makes tractor-trailer braking a perilous job. No one has yet proffered a viable solution to the timing problem between tractor and trailer braking, and until they do, headaches and a hefty safety burden will plague maintenance departments and drivers alike.

86 RAILROADS PRIMED FOR PIGGYBACK

CCJ's Washington editor takes a three-day cross-country trip on the nation's most efficient piggyback train and discovers some new railroading techniques designed to get big trucks off the highway and back on the rails.

96 PIRKLE IN A PICKLE

Did a major irregular route motor carrier rip off its owner operators for thousands of dollars as some are claiming, or is Pirkle Refrigerated Freight just another "misunderstood" truck line, as company officials suggest. You be the judge as Pirkle gets ready to defend itself in federal court.

Twin Rulers

103 SUPPLIERS LOOK AT TRUCKING: DECADE OF THE '80s: Part III

In this exclusive and wide-ranging series of interviews, CCJ explores, with some of the best known names in the trucking industry, the prospects for change in trucking in the U.S. and elsewhere. A startling look at what's happening in the corporate offices of some of the leading manufacturers for the industry.

The Maintenance Shop Section Follows Page 112

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Sept.-80	19,606	4,543	904	14,599	—	—	4,538	4	—	—	—	561	—	—	44,755
	9 Mos.-80	182,576	36,033	9,557	93,051	—	—	17,755	108	—	—	—	20,948	—	—	360,028
6,001-10,000 lbs.	Sept.-80	10,350	2,873	10,629	31,440	—	1,195	2,466	45	—	—	—	—	—	1	58,999
	9 Mos.-80	120,544	29,494	78,414	228,331	—	6,740	14,257	657	—	—	—	—	—	9	478,446
10,001-14,000 lbs.	Sept.-80	—	—	90	—	—	—	—	—	—	—	—	—	—	—	90
	9 Mos.-80	—	—	4,662	—	—	—	—	—	—	—	—	—	—	1	4,663
14,001-16,000 lbs.	Sept.-80	—	—	3	—	—	—	—	—	—	—	—	—	—	4	7
	9 Mos.-80	—	—	7	—	—	—	—	—	—	—	—	—	—	17	24
16,001-19,500 lbs.	Sept.-80	8	20	—	—	—	—	—	—	—	—	—	—	—	5	33
	9 Mos.-80	657	678	—	—	—	—	—	—	—	—	—	—	—	22	1,357
19,501-26,000 lbs.	Sept.-80	453	998	—	497	—	851	—	—	—	—	—	—	—	‡132	2,931
	9 Mos.-80	11,267	14,610	—	7,979	—	4,573	—	—	—	—	—	—	—	a283	36,712
26,001-33,000 lbs.	Sept.-80	–16	126	—	1,815	—	1,807	—	—	—	—	—	—	—	—	3,732
	9 Mos.-80	335	1,518	—	25,683	—	10,008	—	—	—	—	—	—	—	5	37,549
33,001 lbs. and over	Sept.-80	150	991	—	497	422	2,286	—	—	498	1,460	404	—	343	170	7,221
	9 Mos.-80	1,283	11,789	—	9,532	7,290	13,235	—	—	7,178	14,961	4,946	—	5,027	1,350	76,591
Total	Sept.-80	30,551	9,551	11,626	48,848	422	6,139	7,004	49	498	1,460	404	561	343	312	117,768
	9 Mos.-80	316,662	94,122	92,640	364,576	7,290	34,556	32,012	765	7,178	14,961	4,946	20,948	5,027	1,687	997,370
	9 Mos.-79	775,625	232,117	182,241	768,587	11,356	75,063	78,684	8,256	10,985	23,169	6,557	—	8,791	1,364	2,182,795
Trucks with Diesel Engines*	9 Mos.-80	28,264	28,148	—	23,495	7,290	26,112	—	—	7,178	14,961	4,946	11,907	5,027	1,638	158,966
	9 Mos.-79	23,881	25,686	—	26,103	11,356	41,002	—	—	10,985	23,169	6,557	—	8,791	1,352	178,882

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. ‡ Mercedes.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter. a—Includes 263 Mercedes.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Sept.-80	936	—	239	–16	94	1,253
	9 Mos.-80	25,366	—	1,836	330	732	28,264
Ford	Sept.-80	—	—	111	1,099	452	1,662
	9 Mos.-80	—	—	936	13,509	9,050	23,495
Freightliner	Sept.-80	—	—	—	—	422	422
	9 Mos.-80	—	—	—	—	7,290	7,290
GMC	Sept.-80	1,623	—	493	97	969	3,182
	9 Mos.-80	11,833	—	3,498	1,445	11,372	28,148
IHC	Sept.-80	—	876	425	1,527	2,282	5,110
	9 Mos.-80	—	3,575	1,560	7,757	13,220	26,112
Kenworth	Sept.-80	—	—	—	—	498	498
	9 Mos.-80	—	—	—	—	7,178	7,178
Mack	Sept.-80	—	—	—	—	1,460	1,460
	9 Mos.-80	—	—	—	—	14,961	14,961
Peterbilt	Sept.-80	—	—	—	—	404	404
	9 Mos.-80	—	—	—	—	4,946	4,946
Volkswagen	Sept.-80	323	—	—	—	—	323
	9 Mos.-80	11,907	—	—	—	—	11,907
White	Sept.-80	—	—	—	—	343	343
	9 Mos.-80	—	—	—	—	5,027	5,027
Others	Sept.-80	—	—	263	—	170	433
	9 Mos.-80	—	—	†283	5	1,350	1,638
Total	Sept.-80	2,882	876	1,531	2,707	7,094	15,090
	9 Mos.-80	49,106	3,575	8,113	23,046	75,126	158,966
	Sept.-79	–240	62	–2,460	2,371	11,982	11,715
	9 Mos.-79	24,863	284	10,720	18,467	124,548	178,882

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry. †Includes 263 Mercedes.

TRUCK AND BUS PRODUCTION

Make	October 1980	October 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	55,928	82,657	404,806	895,046
GMC	18,679	25,498	139,411	297,851
Chrysler	8,087	18,581	109,092	267,486
Ford	75,190	73,903	481,577	921,318
International	6,900	13,053	54,245	114,457
Jeep Corp.	10,101	8,383	66,336	112,761
AM General	867	1,658	7,531	17,702
Mack	2,083	3,347	20,004	31,021
Volkswagen of America	2,788	—	23,417	—
White	—	951	3,362	9,858
Others	2,530	3,680	31,321	34,954
Total—Trucks and Buses	183,153	231,711	1,341,102	2,702,454
Total—Passenger Cars	669,511	790,890	5,345,966	7,340,650
Total—Motor Vehicles	852,664	1,022,601	6,687,068	10,043,104

Source: Motor Vehicle Mfrs. Assoc.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	Sept. 1980	9 Months—1980 Units	9 Months—1980 Value[2]
Vans	6,078	58,505	737,946
Tanks	533	6,301	180,492
Bulk commodity and dry material	115	1,354	34,101
Pole and logging	75	804	9,598
Platform	1,142	14,778	126,459
Low-bed heavy haulers (over 10 tons)	706	5,279	70,552
Dump trailers and dump chassis	402	5,431	82,810
Dollies or converter gear	598	5,167	19,526
Auto transports	29	173	4,055
All other tractors and chassis	337	2,445	19,521
Total—Complete tractors and chassis	10,015	100,237	1,285,060
Detachable trailers[1]	840	4,878	46,095
Detachable trailers chassis[1]	1,053	10,497	44,807

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Sept.-80	166	27	171	—	—	949	1,313
	9 Mos.-80	893	189	2,654	—	—	26,131	29,867
Chrysler	Sept.-80	—	—	—	—	—	—	—
	9 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Sept.-80	1,010	347	786	—	—	—	2,143
	9 Mos.-80	14,769	6,382	7,976	—	—	—	29,127
Freightliner	Sept.-80	60	297	90	—	—	—	447
	9 Mos.-80	951	4,706	1,760	—	—	—	7,417
GMC	Sept.-80	410	315	959	—	—	1,647	3,331
	9 Mos.-80	2,799	4,705	10,770	—	—	12,000	30,274
International	Sept.-80	349	1,728	528	1,945	—	893	5,443
	9 Mos.-80	1,420	11,111	2,907	9,429	—	3,780	28,647
Jeep Corp.	Sept.-80	—	—	—	—	—	—	—
	9 Mos.-80	—	—	—	—	—	+1,579	+1,579
Kenworth	Sept.-80	55	421	131	—	—	—	607
	9 Mos.-80	1,404	5,096	1,974	—	—	—	8,474
Mack	Sept.-80	53	271	51	—	1,562	24	1,961
	9 Mos.-80	222	1,399	284	—	16,207	242	18,354
Peterbilt	Sept.-80	70	284	114	—	—	—	468
	9 Mos.-80	991	3,268	1,115	—	—	—	5,374
Volkswagen	Sept.-80	—	—	—	—	—	323	323
	9 Mos.-80	—	—	—	—	—	11,941	11,941
White	Sept.-80	19	232	116	—	—	—	367
	9 Mos.-80	422	3,769	1,295	—	—	—	5,486
Others*	Sept.-80	44	67	64	—	—	263	438
	9 Mos.-80	403	622	666	—	—	263	1,954
Totals	Sept.-80	2,236	3,989	3,010	1,945	1,562	4,099	16,841
	9 Mos.-80	24,274	41,415	31,401	9,429	16,207	56,992	179,718
	Sept.-79	2,866	6,779	–342	1,638	2,333	–147	13,127
	9 Mos.-79	28,482	62,914	46,547	13,822	24,123	26,298	202,186

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*"All Others" includes Nissan, Olds, Perkins and Scandia Vabis. †Isuzu.

NOTE

ONLY THE FOLLOWING PAGES OF THIS

PUBLICATION HAVE BEEN FILMED

Cover 1, p. 3, 44.

FEB.

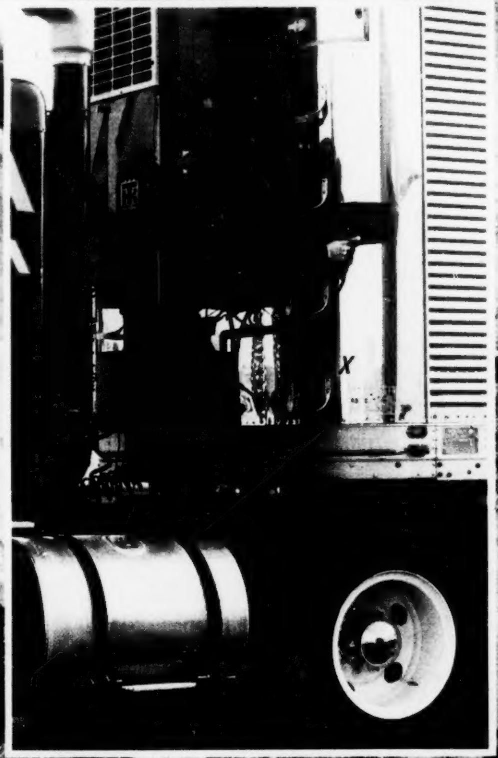
1981

February 1981

Chilton's CCJ

COMMERCIAL CAR JOURNAL for Fleet Management

2/24/81 C 2150-4 U



REFRIGERATION

New technology in climate control

BEST AVAILABLE COPY

1979
Jesse H. Neal Award
For Best Editorial

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 2 FEBRUARY 1981

76 **HELPING OUT THE REEFER USER**

The intensity and immediacy of demands made on reefer equipment are unmatched in the transportation industry. Now a torrent of manufacturing advances coming into the market place is making the fleet operator's work much easier.

87 **NEW CHALLENGES AHEAD: TMC WINTER REPORT**

Highlights of American Trucking Associations' Maintenance Council meeting in Miami, including the latest findings on tractor-trailer brake balance; tips on engine maintenance; and spec'ing refrigerated equipment.

90 **CARTA CARES**

The Chattanooga Area Regional Transportation Authority now operates out of a new $2.9 million shop. But while the building and equipment may be new, the maintenance practices are old and time-tested, leading up to the slogan CARTA Cares.

94 **TRANSBUS AND THE AFTERMATH**

After nearly a decade of research and development and millions of federal dollars, the U.S. Transportation Department is about to close the coffin on the highly controversial TRANSBUS project. At the same time, Grumman Flxible, one of two companies in the U.S. to make an ADB, finds itself in hot water over design problems. CCJ's Washington editor examines TRANSBUS and Grumman's ADB to see if there is a Flxible connection.

99 **A "BENCHMARK" FOR MAINTENANCE**

Performance measurement usually means engine testing. The City of Phoenix is as well equipped as anyone to test engines, but they have a more rewarding program that measure's people performance—a program paying off in big rewards for the city's taxpayers.

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Oct.-80	36,076	7,508	1,180	18,901	—	—	4,671	9	—	—	—	2,464	—	—	70,809
	10 Mos.-80	218,652	43,541	10,737	111,952	—	—	22,426	117	—	—	—	23,412	—	—	430,837
6,001-10,000 lbs.	Oct.-80	14,236	3,883	7,233	48,180	—	1,112	1,610	25	—	—	—	—	—	—	76,279
	10 Mos.-80	134,780	33,377	85,647	276,511	—	7,852	15,867	682	—	—	—	—	—	9	554,725
10,001-14,000 lbs.	Oct.-80	—	—	74	—	—	—	—	—	—	—	—	—	—	—	74
	10 Mos.-80	—	—	4,736	—	—	—	—	—	—	—	—	—	—	1	4,737
14,001-16,000 lbs.	Oct.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	10 Mos.-80	—	—	7	—	—	—	—	—	—	—	—	—	—	17	24
16,001-19,500 lbs.	Oct.-80	45	136	—	—	—	—	—	—	—	—	—	—	—	—	181
	10 Mos.-80	702	814	—	—	—	—	—	—	—	—	—	—	—	22	1,538
19,501-26,000 lbs.	Oct.-80	1,263	1,305	—	801	—	1,379	—	—	—	—	—	—	—	107	4,855
	10 Mos.-80	12,530	15,915	—	8,780	—	5,952	—	—	—	—	—	—	—	390	43,567
26,001-33,000 lbs.	Oct.-80	11	5	—	2,671	—	1,894	—	—	—	—	—	—	—	18	4,599
	10 Mos.-80	346	1,523	—	28,354	—	11,902	—	—	—	—	—	—	—	23	42,148
33,001 lbs. and over	Oct.-80	94	1,170	—	594	862	2,964	—	—	627	1,651	510	—	390	117	8,979
	10 Mos.-80	1,377	12,959	—	10,126	8,152	16,199	—	—	7,805	16,612	5,456	—	5,417	1,467	85,570
Total	Oct.-80	51,725	14,007	8,487	71,147	862	7,349	6,281	34	627	1,651	510	2,464	390	242	165,776
	10 Mos.-80	368,387	108,129	101,127	435,723	8,152	41,905	38,293	799	7,805	16,612	5,456	23,412	5,417	1,929	1,163,146
	10 Mos.-79	854,356	251,289	200,185	845,992	12,666	87,204	85,000	9,178	12,297	25,591	7,413	—	9,792	1,612	2,402,575
Trucks with Diesel Engines*	10 Mos.-80	31,886	31,308	—	25,973	8,152	31,865	—	—	7,805	16,612	5,456	13,943	5,417	1,880	180,297
	10 Mos.-79	24,851	27,989	—	29,055	12,666	48,648	—	—	12,297	25,591	7,413	—	9,792	1,588	199,890

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. "Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Oct.-80	3,124	—	412	11	75	3,622
	10 Mos.-80	28,490	—	2,248	341	807	31,886
Ford	Oct.-80	—	—	131	1,790	557	2,478
	10 Mos.-80	—	—	1,067	15,299	9,607	25,973
Freightliner	Oct.-80	—	—	—	—	862	862
	10 Mos.-80	—	—	—	—	8,152	8,152
GMC	Oct.-80	1,380	—	608	33	1,139	3,160
	10 Mos.-80	13,213	—	4,106	1,478	12,511	31,308
International	Oct.-80	—	638	634	1,520	2,961	5,753
	10 Mos.-80	—	4,213	2,194	9,277	16,181	31,865
Kenworth	Oct.-80	—	—	—	—	627	627
	10 Mos.-80	—	—	—	—	7,805	7,805
Mack	Oct.-80	—	—	—	—	1,651	1,651
	10 Mos.-80	—	—	—	—	16,612	16,612
Peterbilt	Oct.-80	—	—	—	—	510	510
	10 Mos.-80	—	—	—	—	5,456	5,456
Volkswagen	Oct.-80	2,036	—	—	—	—	2,036
	10 Mos.-80	13,943	—	—	—	—	13,943
White	Oct.-80	—	—	—	—	390	390
	10 Mos.-80	—	—	—	—	5,417	5,417
Others	Oct.-80	—	—	107	18	117	242
	10 Mos.-80	—	—	390	23	1,467	1,880
Total	Oct.-80	6,540	638	1,892	3,372	8,889	21,331
	10 Mos.-80	55,646	4,213	10,005	26,418	84,015	180,297
	Oct.-79	333	286	2,031	3,087	15,271	21,008
	10 Mos.-79	25,196	570	12,751	21,554	139,819	199,890

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	Oct. 1980	10 Months—1980 Units	10 Months—1980 Value[2]
Vans	6,540	65,055	822,113
Tanks	632	6,933	199,164
Bulk commodity and dry material	119	1,467	37,319
Pole and logging	132	936	11,374
Platform	1,462	16,244	139,108
Low-bed heavy haulers (over 10 tons)	805	6,098	79,849
Dump trailers and dump chassis	451	5,882	89,215
Dollies or converter gear	385	5,552	21,118
Auto transports	27	200	4,570
All other tractors and chassis	337	2,782	21,779
Total—Complete tractors and chassis	10,890	111,149	1,425,609
Detachable trailers[1]	996	5,994	52,927
Detachable trailers chassis[1]	1,444	12,029	51,561

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

TRUCK AND BUS PRODUCTION

Make	November 1980	November 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	52,062	71,433	456,868	966,479
GMC	18,009	22,933	157,420	320,784
Chrysler	4,254	15,750	113,346	283,236
Ford	57,552	57,464	539,129	978,782
International	5,062	809	59,307	115,266
Jeep Corp.	7,103	8,227	73,439	120,988
AM General	430	1,100	7,961	18,802
Mack	1,626	2,729	21,630	33,750
Mercedes-Benz	221	—	221	—
Volkswagen of America	2,289	245	25,706	245
White	—	730	3,362	10,588
Others	1,800	3,372	33,121	38,326
Total—Trucks and Buses	150,408	184,792	1,491,510	2,887,246
Total—Passenger Cars	558,556	634,276	5,904,522	7,974,926
Total—Motor Vehicles	708,964	819,068	7,396,032	10,862,172

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Oct.-80	122	1	425	—	—	3,145	3,693
	10 Mos.-80	1,015	190	3,079	—	—	29,276	33,560
Chrysler	Oct.-80	—	—	—	—	—	—	—
	10 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Oct.-80	1,330	401	1,177	—	—	—	2,908
	10 Mos.-80	16,099	6,783	9,153	—	—	—	32,035
Freightliner	Oct.-80	133	620	132	—	—	—	885
	10 Mos.-80	1,084	5,326	1,892	—	—	—	8,302
GMC	Oct.-80	494	492	1,043	—	—	1,381	3,410
	10 Mos.-80	3,293	5,197	11,813	—	—	13,381	33,684
International	Oct.-80	441	2,366	724	2,063	—	875	6,469
	10 Mos.-80	1,861	13,477	3,631	11,492	—	4,655	35,116
Jeep Corp.	Oct.-80	—	—	—	—	—	†284	†284
	10 Mos.-80	—	—	—	—	—	†1,863	†1,863
Kenworth	Oct.-80	201	448	84	—	—	—	733
	10 Mos.-30	1,605	5,544	2,058	—	—	—	9,207
Mack	Oct.-80	69	195	88	—	1,833	57	2,242
	10 Mos.-80	291	1,594	372	—	18,040	299	20,596
Peterbilt	Oct.-80	172	329	55	—	—	—	556
	10 Mos.-80	1,163	3,597	1,170	—	—	—	5,930
Volkswagen	Oct.-80	—	—	—	—	—	2,042	2,042
	10 Mos.-80	—	—	—	—	—	13,983	13,983
White	Oct.-80	24	299	130	—	—	—	453
	10 Mos.-80	446	4,068	1,425	—	—	—	5,939
Others*	Oct.-80	35	36	46	—	—	125	242
	10 Mos.-80	438	658	712	—	—	388	2,196
Totals	Oct.-80	3,021	5,187	3,904	2,063	1,833	7,909	23,917
	10 Mos.-80	27,295	46,602	35,305	11,492	18,040	64,901	203,635
	Oct.-79	3,998	8,170	5,710	2,733	2,575	752	23,938
	10 Mos.-79	32,480	71,084	52,257	16,555	26,698	27,050	226,124

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. †Isuzu.

March 1981

Chilton's CCJ

COMMERCIAL CAR JOURNAL

3/30/81 C2150-4 U-

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

FRATERNALLY YOURS...

The *New* White House Connection

by Victor Riesel, CCJ Labor Columnist

Also:

- Stretching Fuel With Drain Oil
- Spec'ing Diesels For Maximum MPG
- ATA Versus ICC: The "Cold War" Continues

BEST AVAILABLE COPY

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 3 MARCH 1981

80 FITZSIMMONS-REAGAN-PRESSER CONNECTION

The Teamsters Union under President Reagan has become the union of the Republican Party. And Frank Fitzsimmons, despite his cancer, has more power now than ever. Insiders report that Fitzsimmons will run for re-election this June and, if by chance, he is struck down by the "big C," he will be succeeded by Jackie Presser of Cleveland.

87 SPEC'ING FOR MORE MPG

Today's high torque rise, reduced rpm diesels offer considerable fuel savings when matched with the correct drive train and driven properly.

92 ONCE MORE WITH FEELING: ICC CONGRESSIONAL OVERSIGHT

American Trucking Associations is still battling the Motor Carrier Act of 1980 that has deregulated trucking. The newest battle between the industry's powerful lobby and the Interstate Commerce Commission is slated to take place this month in the first of a series of oversight hearings by the powerful transportation and commerce committees of the Senate and House.

97 DRAIN OIL AND DIESEL FUEL BLENDING

Can money be saved by blending drain oil with diesel fuel, with the oil worth at least $1 a gallon as a diesel fuel extender? Many fleets say yes. A look at the experience of these fleets; the equipment that's available for fuel blending; and what major engine manufacturers have to say about this growing practice.

104 CONEXPO: TEXAS STYLE

CCJ's camera visits the giant Construction Equipment Exposition recently held in Houston, Texas. Staged only every six years, this show draws engine and equipment manufacturers with names familiar to truck users, and new components for the trucking industry are often seen here for the first time.

The Maintenance Shop Section Follows Page 114

EDITORIAL STAFF

Editor-In-Chief
JAMES D. WINSOR

Executive Editor
EDWARD K. SHEA

Managing Editor:
CARL R. GLINES

Senior Feature Editor:
RICHARD S. CROSS

Feature Editor:
JAMES M. GALLIGAN

Equipment & Maintenance Editor:
BILL TRACY

Products Editor
ROBERT T. WARNER

Copy Editor & Production Supervisor
CAROLE A. SMITH

Production Editor
PRUE MARTIN

Art Director
EDWIN DAHL

Staff Artist:
JACK TAYLOR

Directories & Special Projects
DOROTHY M. DI NUNZIO

Washington Editor:
LEO F. ABRUZZESE

Statistical Editor
PAUL A. REDDY

Field Editors
ROBERT DYMENT
BERT GOLDRATH

Western News Editor
KENNETH R. MAC DONALD

New England Editor
EDWARD VIVIER

Labor Columnist
VICTOR RIESEL

Technical Consultant
BRANT V. CLARK

Editor Emeritus
CHARLES B. RAWSON

Publisher
JOSEPH P. JENNINGS

Photo service by United Press International, World-Wide Photos and Stan Jennings, Washington

For business staff and addresses, see index to advertisers

©CHILTON COMPANY 1981

BPA

Member American Business Press

NEWS AND VIEWS

9 **EDITORIAL**—these Un-United States: a time for action
12 **READERS' FORUM**—letters, comments and questions
18 **UP FRONT**—major highway war feared by independents if ICC sets fuel surcharge aside; Late News Wire
26 **WASHINGTON WATCH**—NHTSA plan subject to Lewis' review
30 **WASHINGTON WATCH**—carrier authority up for debate under proposed ICC rulemaking
34 **WASHINGTON WATCH**—Fitz denies he has cancer despite contrary reports
38 **INDUSTRY TOPICS**—major drawbacks seen during tests of "Quiet" trucks
42 **INDUSTRY TOPICS**—BMCS sets limits on insurance levels for interstate carriers
46 **INDUSTRY TOPICS**—Japanese Hino buses to be operating soon in New York

DEPARTMENTS

50 **FACTS AND FIGURES**—industry statistics
52 **LAUGH IT OFF**—more Kaputl Kapers
56 **COMING EVENTS**—meetings, shows, courses of interest to you
60 **PEOPLE**—industry people on the move
64 **SAFETY**—driver training: choices abound
66 **FEDERAL REGS**—EPA delays noise standard
68 **INSIDE LABOR**—leading Reagan astray
70 **WASHINGTON REPORT**—stranger than fiction
72 **NATIONAL COMMENTARY**—made in U.S.A.
74 **MAINTENANCE**—DOE: daydream believers?
148 **CLOSE UP**—Jasper: one-stop for rebuilds
150 **CLASSIFIED ADVERTISING**—products and services for fleets
152 **ADVERTISERS' INDEX**—a guide to this month's ads
153 **FREE REPLY CARDS**—an easy way to get more information on this month's products and services; readers' forum card

WHAT'S NEW

117 **INDEX**—alphabetical guide to companies in this section
118 **TRUCKS**—Ford, IH and Mercedes make news
126 **MANAGEMENT TOOLS**—software for measuring trucking profits
131 **TERMINAL OPERATIONS**—safety hooks fit more applications
133 **PARTS**—Mack packs cylinder liner kits for diesels
136 **TRAILERS**—durability key to components in FRP trailer
138 **ACCESSORIES**—weather radio issues bad weather warnings
144 **PUBLICATIONS**—brochures and catalogs help fleet planning

abc An ABC publication

Chilton
BUSINESS MAGAZINES/MARKETING SERVICES/BOOKS

COMMERCIAL CAR JOURNAL (ISSN 0193-628X), one of the publications owned by CHILTON COMPANY, is published monthly at Chilton Way, Radnor, Pa. 19089. Chilton Co. is a division of American Broadcasting Companies, Inc., New York, N.Y. Subscription price: United States and its possessions $20.00 a year; single copies are $3.00 a copy with the exception of special issues (April, June, October) which are $5.00 each; Canada and all other countries are $45.00 a year, payable in advance. Controlled circulation paid at Philadelphia, PA 19104 and Salisbury, MD 21801. Title registered in U.S. Patent Office. Postmaster: Send form 3579 to Commercial Car Journal, Box 2045, Radnor, Pa. 19089.

EXECUTIVE AND EDITORIAL OFFICES:
Chilton Way, Radnor, Pa. 19089, 215-687-8200

REGIONAL EDITORIAL OFFICES:
Washington, D.C. 20045, 1093 National Press Bldg., 202-393-3474
Detroit, Mich. 48202, 2600 Fisher Bldg., 3011 W. Grand Blvd., 313-875-2090

WESTERN NEWS OFFICE:
San Francisco, Cal. 94109, 24 White St., 415-474-8532

NEW ENGLAND OFFICE:
Ludlow, Mass. 01056, 27 Brunelle St., 413-583-4778

facts and figures

By PAUL REDDY
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Nov.-80	33,000	7,287	685	12,737	—	—	4,005	12	—	—	—	2,453	—	—	60,179
	11 Mos.-80	251,652	50,828	11,422	124,689	—	—	26,431	129	—	—	—	25,865	—	—	491,016
6,001-10,000 lbs.	Nov.-80	15,652	4,252	3,219	38,212	—	220	2,467	20	—	—	—	—	—	—	64,042
	11 Mos.-80	150,432	37,629	88,866	314,723	—	8,072	18,334	702	—	—	—	—	—	9	618,767
10,001-14,000 lbs.	Nov.-80	—	—	49	—	—	—	—	—	—	—	—	—	—	—	49
	11 Mos.-80	—	—	4,785	—	—	—	—	—	—	—	—	—	—	1	4,786
14,001-16,000 lbs.	Nov.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	11 Mos.-80	—	—	7	—	—	—	—	—	—	—	—	—	—	17	24
16,001-19,500 lbs.	Nov.-80	98	57	—	—	—	—	—	—	—	—	—	—	—	—	155
	11 Mos.-80	800	871	—	—	—	—	—	—	—	—	—	—	—	22	1,693
19,501-26,000 lbs.	Nov.-80	1,119	1,068	—	578	—	338	—	—	—	—	—	—	—	115	3,218
	11 Mos.-80	13,649	16,983	—	9,358	—	6,290	—	—	—	—	—	—	—	505	46,785
26,001-33,000 lbs.	Nov.-80	1	134	—	2,322	—	984	—	—	—	—	—	—	—	18	3,459
	11 Mos.-80	347	1,657	—	30,676	—	12,886	—	—	—	—	—	—	—	41	45,607
33,001 lbs. and over	Nov.-80	51	1,242	—	521	717	1,159	—	—	583	1,623	449	—	444	161	6,950
	11 Mos.-80	1,428	14,201	—	10,647	8,869	17,358	—	—	8,388	18,235	5,905	—	5,861	1,628	92,520
	Nov.-80	49,921	14,040	3,953	54,370	717	2,701	6,472	32	583	1,623	449	2,453	444	294	138,052
Total	11 Mos.-80	418,308	122,169	105,080	490,093	8,869	44,606	44,765	831	8,388	18,235	5,905	25,865	5,861	2,223	1,301,198
	11 Mos.-79	916,708	267,890	219,447	899,931	13,735	90,065	92,432	10,021	13,400	27,648	8,242	—	10,568	1,731	2,571,838
Trucks with Diesel Engines*	11 Mos.-80	34,287	35,906	—	27,972	8,869	34,053	—	—	8,388	18,235	5,905	15,761	5,861	2,174	197,411
	11 Mos.-79	29,565	30,919	—	30,591	13,735	50,457	—	—	13,400	27,648	8,242	—	10,568	1,707	216,832

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Nov.-80	2,059	—	304	1	37	2,401
	11 Mos.-80	30,549	—	2,552	342	844	34,287
Ford	Nov.-80	—	—	98	1,418	483	1,999
	11 Mos.-80	—	—	1,165	16,717	10,090	27,972
Freightliner	Nov.-80	—	—	—	—	717	717
	11 Mos.-80	—	—	—	—	8,869	8,869
GMC	Nov.-80	2,770	—	475	134	1,219	4,598
	11 Mos.-80	15,983	—	4,581	1,612	13,730	35,906
International	Nov.-80	—	116	126	788	1,158	2,188
	11 Mos.-80	—	4,329	2,320	10,065	17,339	34,053
Kenworth	Nov.-80	—	—	—	—	583	583
	11 Mos.-80	—	—	—	—	8,388	8,388
Mack	Nov.-80	—	—	—	—	1,623	1,623
	11 Mos.-80	—	—	—	—	18,235	18,235
Peterbilt	Nov.-80	—	—	—	—	449	449
	11 Mos.-80	—	—	—	—	5,905	5,905
Volkswagen	Nov.-80	1,818	—	—	—	—	1,818
	11 Mos.-80	15,761	—	—	—	—	15,761
White	Nov.-80	—	—	—	—	444	444
	11 Mos.-80	—	—	—	—	5,861	5,861
Others	Nov.-80	—	—	115	18	161	294
	11 Mos.-80	—	—	505	41	1,628	2,174
Total	Nov.-80	6,647	116	1,118	2,359	6,874	17,114
	11 Mos.-80	62,293	4,329	11,123	28,777	90,889	197,411
	Nov.-79	5,374	56	914	993	9,605	16,942
	11 Mos.-79	30,570	626	13,665	22,547	149,424	216,832

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	Nov. 1980	11 Months—1980	
		Units	Value²
Vans	6,392	70,753	898,473
Tanks	632	7,433	214,275
Bulk commodity and dry material	119	1,587	40,735
Pole and logging	132	1,030	12,639
Platform	1,422	17,525	151,364
Low-bed heavy haulers (over 10 tons)	774	6,668	86,845
Dump trailers and dump chassis	450	6,289	95,814
Dollies or converter gear	368	6,007	23,006
Auto transports	18	207	4,947
All other tractors and chassis	337	2,947	23,039
Total—Complete tractors and chassis	10,644	120,446	1,551,137
Detachable trailers¹	827	6,579	56,780
Detachable trailers chassis¹	1,443	13,211	57,240

Source: Industry Division, Bureau of the Census.

¹Sold separately.

²Add 000.

TRUCK AND BUS PRODUCTION

Make	December 1980	December 1979	Calendar Year 1980	Calendar Year 1979
Chevrolet	57,121	49,035	513,988	1,015,514
GMC	16,313	16,591	173,733	337,375
Chrysler	5,886	11,992	119,232	295,228
Ford	42,378	53,281	581,507	1,032,063
International	5,903	0	65,210	115,266
Jeep Corp.	8,084	7,472	81,523	128,460
AM General	240	1,606	8,201	20,410
Mack	1,519	1,741	23,149	35,491
Volkswagen of America	2,588	2,0[illegible]0	28,294	2,325
White	—	575	3,362	11,163
Others	2,641	3,240	35,983	41,[illegible]66
Total—Trucks and Buses	142,673	147,615	1,634,183	3,034,861
Total—Passenger Cars	469,725	459,590	6,374,247	8,434,516
Total—Motor Vehicles	612,398	607,205	8,008,430	11,469,377

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Nov.-80	99	10	288	—	—	2,120	2,517
	11 Mos.-80	1,114	200	3,367	—	—	31,396	36,077
Chrysler	Nov.-80	—	—	—	—	—	—	—
	11 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Nov.-80	1,124	355	982	—	—	—	2,461
	11 Mos.-80	17,223	7,138	10,135	—	—	—	34,496
Freightliner	Nov.-80	169	495	91	—	—	—	755
	11 Mos.-80	1,253	5,821	1,983	—	—	—	9,057
GMC	Nov.-80	399	620	965	—	—	2,813	4,797
	11 Mos.-80	3,692	5,817	12,778	—	—	16,194	38,481
International	Nov.-80	186	948	254	858	—	127	2,373
	11 Mos.-80	2,047	14,425	3,885	12,350	—	4,782	37,489
Jeep Corp.	Nov.-80	—	—	—	—	—	257	257
	11 Mos.-80	—	—	—	—	—	†2,120	†2,120
Kenworth	Nov.-80	155	436	82	—	—	—	673
	11 Mos.-80	1,760	5,980	2,140	—	—	—	9,880
Mack	Nov.-80	21	204	47	—	1,733	34	2,039
	11 Mos.-80	312	1,798	419	—	19,773	333	22,635
Peterbilt	Nov.-80	94	338	52	—	—	—	484
	11 Mos.-80	1,257	3,935	1,222	—	—	—	6,414
Volkswagen	Nov.-80	—	—	—	—	—	1,822	1,822
	11 Mos.-80	—	—	—	—	—	15,805	15,805
White	Nov.-80	81	281	124	—	—	—	486
	11 Mos.-80	527	4,349	1,549	—	—	—	6,425
Others*	Nov.-80	25	48	90	—	—	133	296
	11 Mos.-80	463	706	802	—	—	521	2,492
Totals	Nov.-80	2,353	3,735	2,975	858	1,733	7,306	18,960
	11 Mos.-80	29,648	50,337	38,280	12,350	19,773	72,207	222,595
	Nov.-79	1,496	5,214	3,931	630	2,168	5,843	19,282
	11 Mos.-79	33,976	76,298	56,188	17,185	28,866	32,893	245,406

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. †Isuzu.

April 1981

Chilton's
CCJ
COMMERCIAL CAR JOURNAL / for Fleet Management

FLEET REFERENCE ANNUAL & CATALOG DIRECTORY

plus...

SHOP TOOLS AND EQUIPMENT GUIDELINES

Complete Contents Page 3

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

ccj

COMMERCIAL CAR JOURNAL for Fleet Management

VOLUME 138 NUMBER 4 APRIL 1981

1 RULES & REGULATIONS

Pg. 81 An up-to-date listing of state and federal laws that affect for-hire and private carriage.

82 Reciprocity 1980
83 Interstate Reciprocity Guide
88 Officials to Contact
91 Toll Road Size, Weight Limits
93 Where Doubles and 5-Axle Tractor Semis Can Run
94 Vehicle Size Limits
98 Vehicle Weight Limits

2 TOOLS & EQUIPMENT

Pg. 107

This year's edition of the Shop Tools and Equipment guide stresses productivity. That, of course, is the key to reduced vehicle downtime at minimum expense. We've added a whole new dimension to the section by asking experts from the Equipment and Tool Institute to help you select those items of equipment your shop will really need and justify the expense to your superiors.

3 FLEET CAR SPECS

Pg. 137 The Environmental Protection Agency's latest mileage figures for all American-made cars, light trucks and vans; details on U.S. car bodies; a recap of the most popular options.

137 U.S. Car Body Dimensions
139 Factory Installation of Optional Equipment
140 EPA Mileage Figures

4 HEAVY-DUTY SERVICE DIRECTORY

Pg. 147

Service facilities for all major brands of heavy-duty trucks, diesel engines and refrigeration units listed alphabetically by state and city in this helpful reference directory. This year's directory reflects recent changes by General Motors in providing service for heavy-duty trucking.

5 TECHNICAL DATA DIRECTORY

Pg. 232

Literature to help the fleet planner is combined with Direct Action Postcards to speed information to you. Addresses are included in the first part of the directory so you can make direct contact with the manufacturer.

EDITORIAL STAFF

Editor in Chief
JAMES D. WINSOR

Executive Editor
EDWARD K. SHEA

Managing Editor
CARL R. GLINES

Senior Feature Editor
RICHARD S. CROSS

Feature Editor
JAMES M. GALLIGAN

Equipment & Maintenance Editor
BILL TRACY

Technical Editor
JERRY STANDLEY

Products Editor
ROBERT T. WARNER

Copy Editor & Production Supervisor
CAROLE A. SMITH

Production Editor
PRUE MARTIN

Art Director
EDWIN DAHL

Staff Artist
JACK TAYLOR

Directories & Special Projects
DOROTHY M. DI NUNZIO

Washington Editor
LEO F. ABRUZZESE

Statistical Editor
PAUL A. REDDY

Field Editors
ROBERT DYMENT
BERT GOLDRATH

Western News Editor
KENNETH R. MAC DONALD

New England Editor
EDWARD VIVIER

Labor Columnist
VICTOR RIESEL

Technical Consultant
BRANT V. CLARK

Editor Emeritus
CHARLES B. RAWSON

Publisher
JOSEPH P. JENNINGS

Photo service by United Press International and World-Wide Photos.

Member Voluntary Truck and Bus Fuel Economy Program.

For business staff and addresses, see index to advertisers

©CHILTON COMPANY 1981

BPA

Member American Business Press

NEWS AND VIEWS

7 **EDITORIAL**—these Un-United States—Part II
10 **READERS' FORUM**—readers' comments
14 **UP FRONT**—no new highway taxes for trucks proposed in Reagan's DOT budget despite deep cuts totaling $5 billion for fiscal '81
22 **WASHINGTON WATCH**—private carrier trip leasing more efficient, ICC says
26 **WASHINGTON WATCH**—independent driver shutdown feared if surcharge killed
30 **WASHINGTON WATCH**—GAO finds widespread abuse in local transit systems
34 **INDUSTRY TOPICS**—Scania buses to get U.S. tryout
38 **INDUSTRY TOPICS**—Pinto airline trio indicted for fraud
42 **INDUSTRY TOPICS**—some hope seen for future ton mileage
46 **INDUSTRY TOPICS**—industry waits to see moves Daimler-Benz will make
50 **INDUSTRY TOPICS**—California bus rider and equipment suffered alike in 1980

DEPARTMENTS

54 **COMING EVENTS**—what's coming up, where and when
58 **FACTS AND FIGURES**—industry statistics
60 **PEOPLE**—new faces in new places
62 **LAUGH IT OFF**—mighty mechanics muddle around
66 **SAFETY**—hire in haste; repent at leisure
68 **FEDERAL REGS**—tire pressure monitors
70 **INSIDE LABOR**—a Teamster briefing for Donovan
72 **WASHINGTON REPORT**—a bloody tax battle
74 **NATIONAL COMMENTARY**—little credibility for trucking
76 **MAINTENANCE**—how to get to maintenance meetings
284 **CLASSIFIED ADVERTISING**—products and services for fleets
285 **ADVERTISERS' INDEX**—a guide to this month's ads
287 **FREE REPLY CARDS**—an easy way to get more information on this month's products and services

WHAT'S NEW

255 **INDEX**—an alphabetic list by company of products in the section
256 **ENGINES**—Mack and Cummins zero in on fuel efficiency
261 **TERMINAL OPERATIONS**—key telephone is new dispatching tool
262 **PARTS**—Eaton cuts weight and labor with heavy-duty air disc brakes
263 **MANAGEMENT TOOLS**—rpm limiter keeps engine under setting
265 **TRAILERS**—rig-on-trailer flatbed cuts backhaul costs
269 **SHOP TOOLS**—electronic steering tester measures free play
270 **SHOP TOOLS**—Clayton designs more accurate heavy dynamometer
271 **TRUCKS**—White, International, Capacity, Ottawa and Janesville
276 **ACCESSORIES**—these tarps promise to put more color in your trucking
280 **PUBLICATIONS**—literature and books of interest to fleets

facts and figures

By **PAUL REDDY**
Statistical Editor

1980 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Dec.-80	33,125	6,484	749	9,528	—	—	3,794	—	—	—	—	2,730	—	—	56,410
	12 Mos.-80	284,777	57,312	12,171	134,217	—	—	30,225	129	—	—	—	28,595	—	—	547,426
6,001-10,000 lbs.	Dec.-80	18,292	4,853	4,669	30,591	—	191	2,166	—	—	—	—	—	—	3	60,765
	12 Mos.-80	168,724	42,482	93,535	345,314	—	8,263	20,500	702	—	—	—	—	—	12	679,532
10,001-14,000 lbs.	Dec.-80	—	—	16	—	—	—	—	—	—	—	—	—	—	1	17
	12 Mos.-80	—	—	4,801	—	—	—	—	—	—	—	—	—	—	2	4,803
14,001-16,000 lbs.	Dec.-80	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-80	—	—	7	—	—	—	—	—	—	—	—	—	—	17	24
16,001-19,500 lbs.	Dec.-80	37	23	—	—	—	—	—	—	—	—	—	—	—	8	68
	12 Mos.-80	837	894	—	—	—	—	—	—	—	—	—	—	—	30	1,761
19,501-26,000 lbs.	Dec.-80	1,176	974	—	301	—	782	—	—	—	—	—	—	—	††106	3,339
	12 Mos.-80	14,825	17,957	—	9,659	—	7,072	—	—	—	—	—	—	—	a611	50,124
26,001-33,000 lbs.	Dec.-80	5	280	—	1,609	—	1,208	—	—	—	—	—	—	—	††19	3,121
	12 Mos.-80	352	1,937	—	32,285	—	14,094	—	—	—	—	—	—	—	b60	48,728
33,001 lbs. and over	Dec.-80	85	792	—	635	780	1,443	—	—	755	1,600	532	—	449	120	7,191
	12 Mos.-80	1,513	14,993	—	11,282	9,649	18,801	—	—	9,143	19,835	6,437	—	6,310	1,748	99,711
Total	Dec.-80	52,720	13,406	5,434	42,664	780	3,624	5,960	—	755	1,600	532	2,730	449	257	130,911
	12 Mos.-80	471,028	135,575	110,514	532,757	9,649	48,230	50,725	831	9,143	19,835	6,437	28,595	6,310	2,480	1,432,109
	12 Mos.-79	963,466	280,306	236,689	947,255	14,701	92,153	98,771	10,481	14,145	29,486	8,932	1,709	11,330	1,868	2,711,292
Trucks with Diesel Engines*	12 Mos.-80	36,696	40,077	—	29,556	9,649	36,915	—	—	9,143	19,835	6,437	17,525	6,310	2,419	214,562
	12 Mos.-79	30,796	32,961	—	31,887	14,701	51,752	—	—	14,145	29,486	8,932	—	11,330	1,844	227,834

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. ††Mercedes.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter. a—Includes 591 Mercedes Benz. b—Includes 55 Mercedes Benz.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Dec.-80	2,123	—	211	5	70	2,409
	12 Mos.-80	32,672	—	2,763	347	914	36,696
Ford	Dec.-80	—	—	58	925	601	1,584
	12 Mos.-80	—	—	1,223	17,642	10,691	29,556
Freightliner	Dec.-80	—	—	—	—	780	780
	12 Mos.-80	—	—	—	—	9,649	9,649
GMC	Dec.-80	2,688	—	436	280	767	4,171
	12 Mos.-80	18,671	—	5,017	1,892	14,497	40,077
International	Dec.-80	—	68	403	952	1,439	2,862
	12 Mos.-80	—	4,397	2,723	11,017	18,778	36,915
Kenworth	Dec.-80	—	—	—	—	755	755
	12 Mos.-80	—	—	—	—	9,143	9,143
Mack	Dec.-80	—	—	—	—	1,600	1,600
	12 Mos.-80	—	—	—	—	19,835	19,835
Peterbilt	Dec.-80	—	—	—	—	532	532
	12 Mos.-80	—	—	—	—	6,437	6,437
Volkswagen	Dec.-80	1,764	—	—	—	—	1,764
	12 Mos.-80	17,525	—	—	—	—	17,525
White	Dec.-80	—	—	—	—	449	449
	12 Mos.-80	—	—	—	—	6,310	6,310
Others	Dec.-80	—	—	106	19	120	245
	12 Mos.-80	—	—	a611	b60	1,748	2,419
Total	Dec.-80	6,575	68	1,214	2,181	7,113	17,151
	12 Mos.-80	68,868	4,397	12,337	30,958	98,002	214,562
	Dec.-79	1,324	27	739	574	8,338	11,002
	12 Mos.-79	31,894	653	14,404	23,121	157,762	227,834

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
a—Includes 591 Mercedes-Benz. b—Includes 55 Mercedes-Benz.

1980 TRUCK TRAILER SHIPMENTS

Type of Trailer	Dec. 1980	12 Months—1980 Units	12 Months—1980 Value²
Vans	7,021	77,239	982,631
Tanks	603	7,904	228,428
Bulk commodity and dry material	128	1,719	44,335
Pole and logging	145	1,137	13,888
Platform	1,308	18,732	164,069
Low-bed heavy haulers (over 10 tons)	681	7,164	94,040
Dump trailers and dump chassis	389	6,628	101,706
Dollies or converter gear	678	6,789	26,198
Auto transports All other tractors and chassis	154	3,134	28,508
Total—Complete tractors and chassis	11,107	130,446	1,683,803
Detachable trailers¹	1,082	8,013	61,771
Detachable trailers chassis¹	767	12,589	61,162

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Jan. 1981	Sales Calendar Year 1980	Stock End of Month
Light Duty			
0-6,000 lbs.	66,800	985,217	304,261
6,001-10,000 lbs.	63,243	974,815	224,006
10,001-14,000 lbs.	58	3,510	108
Medium Duty			
14,001-16,000 lbs.	—	195	—
16,001-19,500 lbs.	105	2,309	427
19,501-26,000 lbs.	6,732	89,764	21,043
Heavy Duty			
26,001-33,000 lbs.	4,507	58,436	16,709
33,001 lbs. and over	7,536	117,270	28,289
Totals—1981	148,981	2,231,516	594,843
Totals—1980	211,763	3,235,795	816,526

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants
including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Dec.-80	89	36	196	—	—	2,232	2,553
	12 Mos.-80	1,203	236	3,563	—	—	33,628	38,630
Chrysler	Dec.-80	—	—	—	—	—	—	—
	12 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Dec.-80	903	326	861	—	—	—	2,090
	12 Mos.-80	18,126	7,464	10,996	—	—	—	36,586
Freightliner	Dec.-80	126	551	131	—	—	—	808
	12 Mos.-80	1,379	6,372	2,114	—	—	—	9,865
GMC	Dec.-80	274	375	960	—	—	2,707	4,316
	12 Mos.-80	3,966	6,192	13,738	—	—	18,901	42,797
International	Dec.-80	355	2,319	669	2,185	—	191	5,719
	12 Mos.-80	2,402	16,744	4,554	14,535	—	4,973	43,208
Jeep Corp.	Dec.-80	—	—	—	—	—	282	282
	12 Mos.-80	—	—	—	—	—	†2,402	†2,402
Kenworth	Dec.-80	207	461	121	—	—	—	789
	12 Mos.-80	1,967	6,441	2,261	—	—	—	10,669
Mack	Dec.-80	78	73	45	—	1,769	18	1,983
	12 Mos.-80	390	1,871	464	—	21,542	351	24,618
Peterbilt	Dec.-80	184	324	65	—	—	—	573
	12 Mos.-80	1,441	4,259	1,287	—	—	—	6,987
Volkswagen	Dec.-80	—	—	—	—	—	1,765	1,765
	12 Mos.-80	—	—	—	—	—	17,570	17,570
White	Dec.-80	39	320	69	—	—	—	428
	12 Mos.-80	566	4,669	1,618	—	—	—	6,853
Others	Dec.-80	24	42	54	—	—	125	245
	12 Mos.-80	487	748	856	—	—	646	2,737
Totals	Dec.-80	2,279	4,827	3,171	2,185	1,769	7,320	21,551
	12 Mos.-80	31,927	55,164	41,451	14,535	21,542	79,527	244,146
	Dec.-79	966	5,126	3,084	408	1,795	1,744	13,123
	12 Mos.-79	34,942	81,424	59,272	17,593	30,661	34,637	258,529

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. †Isuzu.

NOTE

ONLY THE FOLLOWING PAGES OF THIS
PUBLICATION HAVE BEEN FILMED

Cover 1, p. 3, 50.

May 1981

Chilton's CCJ

COMMERCIAL CAR JOURNAL for Fleet Management

5/20/81 C 2150-4

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

HARRY FINK

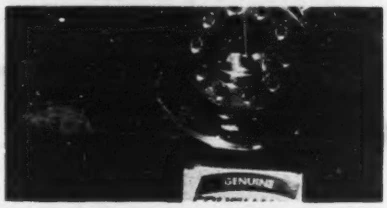
Maintenance Executive Of-The-Year

BEST AVAILABLE COPY

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 5 MAY 1981

88 HARRY FINK, MAINTENANCE EXECUTIVE OF-THE-YEAR

Harry Fink, vice president of maintenance and equipment for Arkansas Best Freight System, is this year's selection for CCJ's Maintenance Executive Of-The-Year. Selected from hundreds of entries submitted to CCJ during the year, Fink is a well-known industry figure who has helped his company grow into one of the major regulated motor carriers in the nation.



98 ITS SETS RECORDS

A photographic peek at the nation's premier International Truck Show held just south of Los Angeles. This year, record ITS crowds scrutinized old and new trucks, components and accessories and CCJ was there to record it all.

101 IN THE CHIPS

In the Oregon lumber industry, competition is brutal. Harold Scharff of Scharff Motor Freight fights to hold down costs by using smaller, six-cylinder diesel power and lightweight components for maximum fuel economy and productivity. Tight-fisted management helps keep Scharff Motor Freight "in the chips."

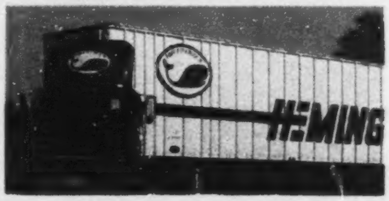
TMC

104 ROCKY ROAD TO REGULATION: TMC SPRING REPORT

Highlights of the recent ATA Maintenance Council meeting in Philadelphia, ranging from comment on pending federal regulations to equipment refurbishing, plus ways to control road speed.

109 PROPER COOLING SAVES MAINTENANCE

Proper maintenance on truck cooling systems can keep mechanics out of hot water and save an estimated $100 per unit from unnecessary and unexpected downtime due to engine failures.



111 SAFETY GRAPHICS CONTEST WINNERS

Twenty-one vehicles, selected from 360 entries, take top honors in competition sponsored by CCJ and the Private Truck Council of America for the most striking markings and best use of color on a tractor trailer, straight truck, bus and van.

The Maintenance Shop Section Follows Page 122

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Jan.-81	30,539	6,669	155	7,801	—	—	3,028	—	—	—	—	2,567	—	—	50,759
	12 Mos.-80	284,777	57,312	12,171	134,217	—	—	30,225	—	—	—	—	28,595	—	129	547,426
6,001-10,000 lbs.	Jan.-81	21,124	5,720	2,627	25,400	—	130	2,334	—	—	—	—	—	—	—	57,335
	12 Mos.-80	168,724	42,482	93,535	345,314	—	8,263	20,500	—	—	—	—	—	—	714	679,532
10,001-14,000 lbs.	Jan.-81	—	—	19	—	—	—	—	—	—	—	—	—	—	—	19
	12 Mos.-80	—	—	4,801	—	—	—	—	—	—	—	—	—	—	2	4,803
14,001-16,000 lbs.	Jan.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	12 Mos.-80	—	—	7	—	—	—	—	—	—	—	—	—	—	17	24
16,001-19,500 lbs.	Jan.-81	33	27	—	—	—	—	—	—	—	—	—	—	—	—	60
	12 Mos.-80	837	894	—	—	—	—	—	—	—	—	—	—	—	30	1,761
19,501-26,000 lbs.	Jan.-81	1,203	1,371	—	552	—	878	—	—	—	41	—	—	—	—	4,045
	12 Mos.-80	14,825	17,957	—	9,659	—	7,072	—	—	—	591	—	—	—	20	50,124
26,001-33,000 lbs.	Jan.-81	—	112	—	1,701	—	1,600	—	—	—	5	—	—	—	—	3,418
	12 Mos.-80	352	1,937	—	32,285	—	14,094	—	—	—	55	—	—	—	5	48,728
33,001 lbs. and over	Jan.-81	98	943	—	412	890	1,815	—	853	1,243	—	603	—	466	143	7,466
	12 Mos.-80	1,513	14,993	—	11,282	9,649	18,801	—	—	9,143	19,835	6,437	—	6,310	1,748	99,711
Total	Jan.-81	52,997	14,842	2,801	35,866	890	4,423	5,362	853	1,243	46	603	2,567	466	143	123,102
	12 Mos.-80	471,028	135,575	110,514	532,757	9,649	48,230	50,725	9,143	19,835	646	6,437	28,595	6,310	2,665	1,432,109
	12 Mos.-79	963,466	280,306	236,689	947,255	14,701	92,153	98,771	14,145	29,486	—	8,932	1,709	11,330	12,349	2,711,292
Trucks with Diesel Engines*	Jan.-81	1,720	3,416	—	1,317	890	3,476	—	853	1,243	46	603	1,866	466	143	16,039
	Jan.-80	2,050	2,154	—	2,210	1,286	1,123	—	1,235	2,043	—	962	8	651	167	13,889

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. "Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Jan.-81	1,210	—	434	—	76	1,720
	12 Mos.-80	32,672	—	2,763	347	914	36,696
Ford	Jan.-81	—	—	79	841	397	1,317
	12 Mos.-80	—	—	1,223	17,642	10,691	29,556
Freightliner	Jan.-81	—	—	—	—	890	890
	12 Mos.-80	—	—	—	—	9,649	9,649
GMC	Jan.-81	1,746	—	640	112	918	3,416
	12 Mos.-80	18,671	—	5,017	1,892	14,497	40,077
International	Jan.-81	—	48	275	1,340	1,813	3,476
	12 Mos.-80	—	4,397	2,723	11,017	18,778	36,915
Kenworth	Jan.-81	—	—	—	—	853	853
	12 Mos.-80	—	—	—	—	9,143	9,143
Mack	Jan.-81	—	—	—	—	1,243	1,243
	12 Mos.-80	—	—	—	—	19,835	19,835
Mercedes-Benz	Jan.-81	—	—	41	5	—	46
	12 Mos.-80	—	—	591	55	—	646
Peterbilt	Jan.-81	—	—	—	—	603	603
	12 Mos.-80	—	—	—	—	6,437	6,437
Volkswagen	Jan.-81	1,866	—	—	—	—	1,866
	12 Mos.-80	17,525	—	—	—	—	17,525
White	Jan.-80	—	—	—	—	466	466
	12 Mos.-80	—	—	—	—	6,310	6,310
Others	Jan.-81	—	—	—	—	143	143
	12 Mos.-60	—	—	20	5	1,748	1,773
Total	Jan.-81	4,822	48	1,469	2,298	7,402	16,039
	12 Mos.-60	68,868	4,397	12,337	30,958	98,002	214,562
	Jan.-80	2,435	15	163	1,504	9,772	13,889
	12 Mos.-79	31,894	653	14,404	23,121	157,762	227,834

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

TRUCK RETAIL SALES AND STOCKS

New Trucks by Gross Vehicle Weight Groups	Sales Feb. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	76,677	143,477	294,150
6,001-10,000 lbs.	68,770	132,013	218,239
10,001-14,000 lbs.	32	90	136
Medium Duty			
14,001-16,000 lbs.	—	—	—
16,001-19,500 lbs.	113	218	462
19,501-26,000 lbs.	5,394	12,126	21,519
Heavy Duty			
26,001-33,000 lbs.	4,261	8,768	16,462
33,001 lbs. and over	7,082	14,618	28,874
Totals—1981	162,329	311,310	579,842
Totals—1980	199,966	411,729	811,962

Source: Motor Vehicle Mfrs. Assoc.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	January 1981	1 Month—1981	
		Units	Value²
Vans	5,931	5,931	77,084
Tanks	492	492	14,173
Bulk commodity and dry material	131	131	3,616
Pole and logging	85	85	940
Platform	1,317	1,317	11,954
Low-bed heavy haulers (over 10 tons)	593	593	7,273
Dump trailers and dump chassis	441	441	6,501
Auto transports All other tractors and chassis	185	185	1,856
Total—Complete trailers and chassis	9,175	9,175	123,397
Detachable trailers¹	614	614	5,670
Detachable trailers chassis¹	1,074	1,074	5,150
Dollies or converter gear	688	688	2,761

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Jan.-81	93	51	413	—	—	1,298	1,855
	12 Mos.-80	1,203	236	3,563	—	—	33,628	38,630
Chrysler	Jan.-81	—	—	—	—	—	—	—
	12 Mos.-80	—	168	—	—	—	1,056	1,224
Ford	Jan.-81	680	259	582	—	—	—	1,521
	12 Mos.-80	18,126	7,464	10,996	—	—	—	36,586
Freightliner	Jan.-81	134	672	116	—	—	—	922
	12 Mos.-80	1,379	6,372	2,114	—	—	—	9,865
GMC	Jan.-81	452	359	984	—	—	1,759	3,554
	12 Mos.-80	3,966	6,192	13,738	—	—	18,901	42,797
International	Jan.-81	289	1,355	565	1,748	—	71	4,028
	12 Mos.-80	2,402	16,744	4,554	14,535	—	4,973	43,208
Jeep Corp.	Jan.-81	—	—	—	—	—	606	606
	12 Mos.-80	—	—	—	—	—	2,402	2,402
Kenworth	Jan.-81	214	647	95	—	—	—	956
	12 Mos.-80	1,967	6,441	2,261	—	—	—	10,669
Mack	Jan.-81	96	89	21	—	1,336	13	1,555
	12 Mos.-80	390	1,871	464	—	21,542	351	24,618
Mercedes-Benz	Jan.-81	—	—	—	—	—	46	46
	12 Mos.-80	—	—	—	—	—	646	646
Peterbilt	Jan.-81	193	353	96	—	—	—	642
	12 Mos.-80	1,441	4,259	1,287	—	—	—	6,987
Volkswagen	Jan.-81	—	—	—	—	—	1,867	1,867
	12 Mos.-80	—	—	—	—	—	17,570	17,570
White	Jan.-81	66	263	155	—	—	—	484
	12 Mos.-80	566	4,669	1,618	—	—	—	6,853
Others*	Jan.-81	49	38	72	—	—	—	159
	12 Mos.-80	487	748	856	—	—	—	2,091
Totals	Jan.-81	2,266	4,086	3,099	1,748	1,336	5,660	18,195
	12 Mos.-80	31,927	55,164	41,451	14,535	21,542	79,527	244,146
	Jan.-80	1,837	5,349	3,174	318	2,076	2,770	15,524
	12 Mos.-79	34,942	81,424	59,272	17,593	30,661	34,637	258,529

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*"All Others" includes Isuzu, Mercedes, Nissan, Olds, Scandia Vabis and Volkswagen.

June 1981

[illegible]

COMMERCIAL CAR JOURNAL *for Fleet Management*

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

CCJ's exclusive listing of the country's biggest for-hire motor carriers as determined by gross operating revenue

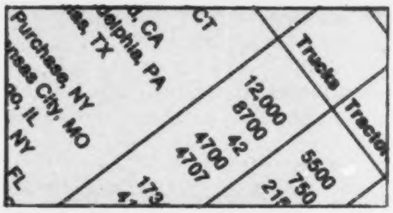
---

PLUS . . . Industry trends and statistics
CCJ's annual look at the trucking industry in 1980

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 6 JUNE 1981

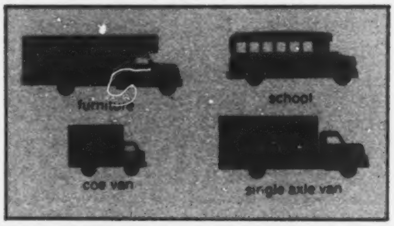
119 TOP 100

CCJ's exclusive list of the nation's Top 100 for-hire motor carriers and a capsule examination of the financial gains and losses of the regulated segment of the trucking industry in 1980.


Purchase, NY
CT
Trucks
12,000
8700
42
4700
4707
5500
750

138 PRIVATE FLEETS

While for-hire carriers are the most visible segment of the American trucking industry, it's the private fleets that operate the majority of commercial vehicles. In this section, CCJ examines the trucks and cars operated by 71 private carriers.

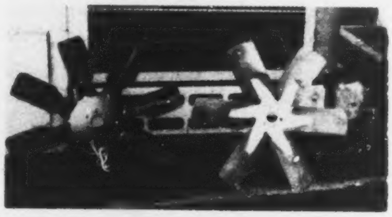


145 TRENDS AND STATISTICS

CCJ's exclusive analysis of the industry, including ton-miles, revenue, registration, diesel trucks in use by make and engines, trailers in service, plus trends in the current domestic truck and bus market.

156 FIRST COMMERCIAL CROSS-COUNTRY HAUL

Sixty-nine-year-old photographs never before made public recount journey of the first commercial transcontinental trip by truck. Considered lost for 66 years, the photographs were only recently uncovered in a family album owned by a retired Woodbury, Conn. businessman. Many of them are published here for the first time.



161 MAINTENANCE FROM A WHEELCHAIR

Being confined to a wheelchair since he was 27 years old hasn't stopped Al Powell from becoming one of the bus industry's top maintenance men. Hired as the number one troubleshooter for the Metropolitan Dade County Transit Authority in the Greater Miami area. Powell uses his engineering skill to solve some very tough problems.

165 U.S. AND CANADA LOOK AT MAINTENANCE

U.S. and Canadian suppliers and users get together to solve maintenance problems and equipment complaints. Their best suggestions for improved maintenance and equipment productivity appear in this maintenance conference roundup.

EDITORIAL STAFF

Editor-In-Chief
JAMES D. WINSOR

Executive Editor
EDWARD K. SHEA

Managing Editor
CARL R. GLINES

Senior Feature Editor
RICHARD S. CROSS

Feature Editor
JAMES M. GALLIGAN

Equipment & Maintenance Editor
BILL TRACY

Technical Editor:
JERRY STANDLEY

Products Editor
ROBERT T. WARNER

Copy Editor & Production Supervisor
CAROLE A. SMITH

Production Editor
PRUE MARTIN

Art Director
EDWIN DAHL

Staff Artist
JACK TAYLOR

Directories & Special Projects
DOROTHY M. DI NUNZIO

Washington Editor
LEO F. ABRUZZESE

Statistical Editor
PAUL A. REDDY

Field Editors
ROBERT DYMENT
BERT GOLDRATH

Western News Editor
KENNETH R. MAC DONALD

New England Editor
EDWARD VIVIER

Labor Columnist
VICTOR RIESEL

Technical Consultant
BRANT V. CLARK

Editor Emeritus
CHARLES B. RAWSON

Publisher
JOSEPH P. JENNINGS

Photo service by United Press International and World-Wide Photos.

Member Voluntary Truck and Bus Fuel Economy Program.

©CHILTON COMPANY 1981

BPA

Member American Business Press

NEWS AND VIEWS

7 **EDITORIAL**—trucks, highway taxes and you
11 **READERS' FORUM**—your letters and comments
14 **UP FRONT**—non-payment of April 1 increase by some carriers seen as "most unusual situation" and recognition by IBT of industry of
16 **WASHINGTON WATCH**—owner operator rights to processed foods clarified
20 **WASHINGTON WATCH**—carriers not taking advantage of new freedoms, survey says
24 **WASHINGTON WATCH**—BMCS ineffective in dealing with safety
28 **WASHINGTON WATCH**—survey and cost index will aid private fleet operators
32 **WASHINGTON WATCH**—ATA study sees no significant gain by shippers for rail
36 **INDUSTRY TOPICS**—trailers in for a big shake at Great Dane
40 **INDUSTRY TOPICS**—ATA sees court in New Orleans as favorable
44 **INDUSTRY TOPICS**—private fleets urged to keep resale in mind
48 **INDUSTRY TOPICS**—White sale to Volvo needs bankruptcy court approval

DEPARTMENTS

74 **FACTS AND FIGURES**—industry statistics
76 **LAUGH IT OFF**—mechanical marvels monkey around
80 **PEOPLE**—personnel highlights
82 **COMING EVENTS**—fleets training courses, expos, meetings
86 **TECHNICALLY SPEAKING**—furry collars, dead indians and solder bloom
90 **SAFETY**—new concept in theft prevention for trucks
94 **FEDERAL REGS**—EPA delays Nox and particulate emission hearings
98 **INSIDE LABOR**—Rockwell's hope for the B-1
104 **WASHINGTON REPORT**—two anniversaries
108 **NATIONAL COMMENTARY**—a time to remember
112 **MAINTENANCE**—fuel security—challenge to industry
214 **CLASSIFIED ADVERTISING**—products and services for fleets
216 **ADVERTISERS' INDEX**—a guide to this month's ads
217 **FREE REPLY CARDS**—an easy way to get more information on this month's products and services

WHAT'S NEW

172 **INDEX**—products recently offered in the fleet market
174 **ENGINES**—range of diesel engine sizes for many uses
180 **SHOP TOOLS**—tire gage designed to read dual wheels
181 **PARTS**—transmission damper helps reduce truck noise
182 **TERMINAL OPERATIONS**—elevating docks serve trucks in yards
186 **BUSES**—Wayne Corp. introduces line for handicapped
188 **ACCESSORIES**—air cleaner is designed for today's trucks
192 **TRAILERS**—poodle trailer and convertible enter picture
194 **PARTS**—Rockwell announces two new front axles
196 **VEHICLES**—maintenance body is designed with crane mount
199 **ACCESSORIES**—air conditioner converts truck heater
212 **PUBLICATIONS**—manufacturers' literature helps fleet planning

abc An ABC publication

Chilton
BUSINESS MAGAZINES/MARKETING SERVICES/BOOKS

COMMERCIAL CAR JOURNAL (ISSN 0193-628X), one of the publications owned by CHILTON COMPANY, is published monthly at Chilton Way, Radnor, Pa. 19089. Chilton Company is a division of American Broadcasting Companies, Inc., New York, N.Y. Subscription price: United States and its possessions $28.00 a year; single copies are $3.00 a copy with the exception of special issues (April, June, October) which are $6.00 each. Canada and all other countries are $55.00 a year, payable in advance. 2nd class postage paid at Philadelphia, Pa. 19104 and additional mailing offices. Title registered in U.S. Patent Office. Postmaster: Send form 3579 to Commercial Car Journal, Box 2045, Radnor, Pa. 19089.

For business staff and addresses, see Advertisers' Index.

EXECUTIVE AND EDITORIAL OFFICES:
Chilton Way, Radnor, Pa 19089 215-687-8200
REGIONAL EDITORIAL OFFICES:
Washington, D.C. 20045, 1093 National Press Bldg., 202-393-3474
Detroit, Mich. 48202, 2600 Fisher Bldg., 3011 W. Grand Blvd. 313-875-2090
WESTERN NEWS OFFICE:
San Francisco, Cal. 94109, 24 White St., 415-474-8532
NEW ENGLAND OFFICE:
Ludlow, Mass. 01056, 27 Brunelle St., 413-583-4778

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Feb.-81	22,891	7,267	165	7,467	—	—	1,940	—	—	—	—	4,148	—	—	43,878
	2 Mos.-81	53,430	13,936	320	15,268	—	—	4,968	—	—	—	—	6,715	—	—	94,637
6,001-10,000 lbs.	Feb.-81	18,570	4,871	3,682	26,929	—	90	1,375	—	—	—	—	—	—	—	55,517
	2 Mos.-81	39,694	10,591	6,309	52,329	—	220	3,709	—	—	—	—	—	—	—	112,852
10,001-14,000 lbs.	Feb.-81	—	—	44	—	—	—	—	—	—	—	—	—	—	—	44
	2 Mos.-81	—	—	63	—	—	—	—	—	—	—	—	—	—	—	63
14,001-16,000 lbs.	Feb.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	2 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001-19,500 lbs.	Feb.-81	90	42	—	—	—	—	—	—	—	—	—	—	—	—	132
	2 Mos.-81	123	69	—	—	—	—	—	—	—	—	—	—	—	—	192
19,501-26,000 lbs.	Feb.-81	1,543	1,344	—	733	—	569	—	—	—	91	—	—	—	—	4,280
	2 Mos.-81	2,746	2,715	—	1,285	—	1,447	—	—	—	132	—	—	—	—	8,325
26,001-33,000 lbs.	Feb.-81	—	71	—	2,098	—	1,506	—	—	—	35	—	—	—	—	3,710
	2 Mos.-81	—	183	—	3,799	—	3,106	—	—	—	40	—	—	—	—	7,128
33,001 lbs. and over	Feb.-81	95	1,084	—	617	748	2,173	—	1,003	1,362	—	594	—	370	153	8,199
	2 Mos.-81	193	2,027	—	1,029	1,638	3,988	—	1,856	2,605	—	1,197	—	836	296	15,665
Total	Feb.-81	43,189	14,679	3,891	37,844	748	4,338	3,315	1,003	1,362	126	594	4,148	370	153	115,760
	2 Mos.-81	96,186	29,521	6,692	73,710	1,638	8,761	8,677	1,856	2,605	172	1,197	6,715	836	296	238,862
	2 Mos.-80	124,801	23,428	19,632	101,008	2,454	3,480	12,855	2,423	4,040	—	1,856	4,327	1,181	285	301,770
Trucks with Diesel Engines*	2 Mos.-81	2,804	5,279	—	3,128	1,638	7,186	—	1,856	2,605	172	1,197	5,007	836	296	32,004
	2 Mos.-80	6,211	4,901	—	4,462	2,454	1,975	—	2,423	4,040	—	1,856	1,794	1,181	285	31,582

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Feb.-81	607	—	417	—	60	1,084
	2 Mos.-81	1,817	—	851	—	136	2,804
Ford	Feb.-81	—	—	113	1,118	580	1,811
	2 Mos.-81	—	—	192	1,959	977	3,128
Freightliner	Feb.-81	—	—	—	—	748	748
	2 Mos.-81	—	—	—	—	1,638	1,638
GMC	Feb.-81	146	—	603	71	1,043	1,863
	2 Mos.-81	1,892	—	1,243	183	1,961	5,279
International	Feb.-81	—	31	216	1,291	2,172	3,710
	2 Mos.-81	—	79	491	2,631	3,985	7,186
Kenworth	Feb.-81	—	—	—	—	1,003	1,003
	2 Mos.-81	—	—	—	—	1,856	1,856
Mack	Feb.-81	—	—	—	—	1,362	1,362
	2 Mos.-81	—	—	—	—	2,605	2,605
Mercedes-Benz	Feb.-81	—	—	91	35	—	126
	2 Mos.-81	—	—	132	40	—	172
Peterbilt	Feb.-81	—	—	—	—	594	594
	2 Mos.-81	—	—	—	—	1,197	1,197
Volkswagen	Feb.-81	3,141	—	—	—	—	3,141
	2 Mos.-81	5,007	—	—	—	—	5,007
White	Feb.-81	—	—	—	—	370	370
	2 Mos.-81	—	—	—	—	836	836
Others	Feb.-81	—	—	—	—	153	153
	2 Mos.-81	—	—	—	—	296	296
Total	Feb.-81	3,894	31	1,440	2,515	8,085	15,965
	2 Mos.-81	8,716	79	2,909	4,813	15,487	32,004
	Feb.-80	6,873	15	184	1,731	8,890	17,693
	2 Mos.-80	9,308	30	347	3,235	18,662	31,582

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	Feb. 1981	2 Months Units	2 Months Value²
Vans	4,976	10,912	142,484
Tanks	556	1,059	31,068
Bulk commodity and dry material	108	239	6,522
Pole and logging	89	174	1,963
Platform	1,433	2,750	24,708
Low-bed heavy haulers (over 10 tons)	665	1,272	16,401
Dump trailers and dump chassis	562	979	13,924
Auto transports All other tractors and chassis	171	361	3,795
Total—Complete trailers and chassis	8,560	17,746	240,865
Detachable trailers¹	835	1,449	13,355
Detachable trailers chassis¹	1,332	2,406	11,628
Dollies or converter gear	325	1,014	4,140

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants
including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others*	Total
Chevrolet	Feb.-81	190	35	295	—	—	694	1,214
	2 Mos.-81	283	86	708	—	—	1,992	3,069
Ford	Feb.-81	885	291	874	—	—	—	2,050
	2 Mos.-81	1,565	550	1,456	—	—	—	3,571
Freightliner	Feb.-81	104	458	198	—	—	—	760
	2 Mos.-81	238	1,130	314	—	—	—	1,682
GMC	Feb.-81	318	534	1,009	—	—	146	2,007
	2 Mos.-81	770	893	1,993	—	—	1,905	5,561
International	Feb.-81	366	1,858	412	1,542	—	56	4,234
	2 Mos.-81	655	3,213	977	3,290	—	127	8,262
Jeep Corp.	Feb.-81	—	—	—	—	—	†585	†585
	2 Mos.-81	—	—	—	—	—	†1,191	†1,191
Kenworth	Feb.-81	180	729	145	—	—	—	1,054
	2 Mos.-81	394	1,376	240	—	—	—	2,010
Mack	Feb.-81	32	61	45	—	1,436	29	1,603
	2 Mos.-81	128	150	66	—	2,772	42	3,158
Mercedes-Benz	Feb.-81	—	—	—	—	—	126	126
	2 Mos.-81	—	—	—	—	—	172	172
Peterbilt	Feb.-81	219	326	84	—	—	—	629
	2 Mos.-81	412	679	180	—	—	—	1,271
Volkswagen	Feb.-81	—	—	—	—	—	3,274	3,274
	2 Mos.-81	—	—	—	—	—	5,141	5,141
White	Feb.-81	56	273	110	—	—	—	439
	2 Mos.-81	122	536	265	—	—	—	923
Others*	Feb.-81	33	62	58	—	—	—	153
	2 Mos.-81	82	100	130	—	—	—	312
Totals	Feb.-81	2,383	4,627	3,230	1,542	1,436	4,910	18,128
	2 Mos.-81	4,649	8,713	6,329	3,290	2,772	10,570	36,323
	Feb.-80	2,754	4,607	2,808	269	2,062	7,610	20,110
	2 Mos.-80	4,591	9,956	5,982	587	4,138	10,380	35,634

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Mercedes Benz, Nissan, Olds, Perkins, Scandia Vabis.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Mar. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	86,769	230,246	292,841
6,001-10,000 lbs.	79,951	211,964	220,759
10,001-14,000 lbs.	54	144	127
Medium Duty			
14,001-16,000 lbs.	—	—	—
16,001-19,500 lbs.	161	379	421
19,501-26,000 lbs.	7,030	19,156	23,069
Heavy Duty			
26,001-33,000 lbs.	5,428	14,196	15,496
33,001 lbs. and over	9,265	23,883	29,011
Totals—1981	188,658	499,968	581,724
Totals—1980	222,698	634,427	778,883

Source: Motor Vehicle Mfrs. Assoc.

Chilton's CCJ

AMERICA'S TOP 100 REGULATED CARRIERS

CCJ's exclusive listing of the country's biggest 100 for-hire motor carriers . . . as determined by gross operating revenue.

Plus Industry Trends & Statistics

CCJ's annual look at the trucking industry in 1980

CONTENTS:

TOP 100 CARRIERS:

Analysis and comment....pg 121
Alphabetical index of Top 100....pg 123
Listing by operating revenues....pg 130

A LOOK AT PRIVATE FLEETS....pg 138

TRENDS AND STATISTICS:

Census of for-hire carriers by class....pg 145
Two-year financial trends....pg 145
Truck fleets by vocation....pg 146
Fleets doing their own maintenance....pg 146

Total Registrations:

All vehicles by state....pg 147

Trailers In Use:

Registrations by state....pg 147
Trailers by body type (15 years)....pg 149

Trends In Vehicle Sales:

Factory truck sales by GVW (15 years)....pg 148
All trucks and buses by GVW....pg 150
Diesel trucks by GVW....pg 151
Special body types....pg 149

Diesel-Powered Trucks:

Truck factory sales; trucks with diesels....pg 151
Diesel engines used in trucks....pg 150

This section, plus Industry Trends and Statistics, is available as a 20-page booklet at $3.50. Write: Editor, Commercial Car Journal, Chilton Way, Radnor, Pa. 19089.

RECESSION, INFLATION, DEREGULATION, RATE CUTTING-- ALL IMPACT ON FOR-HIRE MOTOR CARRIERS IN 1980

CCJ's annual examination of the nation's Top 100 for-hire motor carriers reveals some significant distortions on profitability and loss, most of it directly traceable to the Motor Carrier Act of 1980.

By **CARL GLINES,** *Managing Editor;*
DOROTHY DiNUNZIO, *Editor of Directories and Special Projects;*
PAUL REDDY, *Statistical Editor;*
and **RICH CROSS,** *Senior Feature Editor*

■ EXACTLY HOW historians and financial analysts will record the trucking industry's performance in 1980 is conjecture. But if they make any kind of a determination at all based on the performance of the so-called Top 100 general commodity freight carriers, as reported exclusively by CCJ, that record must reflect a degree of disaster that this industry is not accustomed to.

According to the 1980 financial reports of these carriers as filed with the Interstate Commerce Commission and reported to CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, 51 of the Top 100 carriers reported net losses after taxes for 1980. There is no period in the recent history of regulated for-hire trucking that reflects such a significant decline in the financial vitality of the industry.

The reasons for this turn of events are as simple as they are complex.

Unfortunately, in analyzing the returns this year, what one sees is not necessarily what one gets. So a degree of caution is warranted in reaching any conclusions.

Unlike any other time in the trucking industry since it came under federal government regulation, factors have come into play which distort the real financial picture of the companies involved. And these distortions must be taken into consideration in any interpretation of the industry's overall performance last year.

On the surface, the most obvious reasons for the industry downturn are clear: the general decline in the

Text continues on page 122

nation's overall economic health dating back to 1979, combined with the recession and inflation that it generated; high interest rates; and substantial reductions in consumer spending, especially for the big ticket items and basic commodities such as housing and transportation, coupled with alarming increases in labor costs and fuel prices.

While some motor carriers say they had improved fourth quarters in 1980 and first quarters in '81, most find themselves in about the same financial bind as this time last year.

It should also be noted that two of the companies—Wilson Freight of Cincinnati, Ohio, and Johnson Motor Lines of Charlotte, N.C.—do not appear this year. Both had high visibility in Eastern region common carrier circles and both fell victim to economic conditions. Wilson filed for bankruptcy after it was unable to restructure its debt obligations and obtain new, long-term financing. Johnson Motor Lines simply found it more convenient to close its doors for good. They represent, according to all reliable industry sources, just the beginning of a distasteful trend in the regulated segment of the trucking industry; a trend that is only now just taking shape and still remains to gather momentum.

Three others also do not appear. They are United Trucking Service and R-W Service, both of Taylor, Mich., and Boutell Driveaway of Flint, Mich. All three had ranked in the last five of last year's Top 100.

Probably the most destructive factor impacting on all companies hauling general commodity freight in 1980 was the Motor Carrier Act of 1980 under which the trucking industry began operating in July.

While industry officials still choose to characterize the Act as reregulation and not deregulation, there is little question it has already played a major role in reshaping all aspects of trucking, common and private alike. And that reshaping process is bound to force significant changes within the industry over the next four to five years.

While 51 companies showed deficits for last year, for example, 33 of them still reported greater gross revenue than expenses and some very favorable operating ratios besides leading observers to speculate on exactly what caused these 33 companies to report losses.

Typical of the situation are Yellow Freight, McLean Trucking and Ryder Truck Lines. Yellow of Kansas City, reported gross revenues of $716,519,000 and expenses of $687,894,000 but a loss of $14,547,000 with an operating ratio of 96; McLean of Winston-Salem, N.C., reported a deficit of $9,432,000 on gross revenues of $590,487,000, with expenses of $588,849,000 and an operating ratio of 99.7; Ryder of Jacksonville, Fla., reported a loss of $7,862,000 on gross revenue of $586,649,000 with expenses of $549,452,000 and a respectable OR of 93.7.

The record shows, in fact, that all 33 had operating ratios under 100. So the assumption is that most if not all of this particular group reporting losses wrote-off for tax purposes in the third and fourth quarters the estimated value of their operating rights, thus generating the deficits reflected in their filings with the ICC.

Unfortunately, the press of time under CCJ's deadline for this annual report does not allow us to check with officials of each of the 33 companies to verify that assumption. But it is public information that many carriers have written off their operating authority as it became nearly valueless in the free and nearly unrestricted marketplace in which trucking now functions.

Industry sources peg these so-called operating rights or intangibles, as they are called, at between $713 and $775 million. How much of that has been written off is not yet known, but it is believed to be in excess of $300 million. Roadway Express, for example, reported taking a $25 million write-off for its operating rights.

Of the 51 companies reporting losses, only 18 actually reported having higher expenses than gross revenue, and of this group, 17 had operating ratios in excess of 100. National Freight of Vineland, N.J., was the exception. It reported an operating ratio of exactly 100.

Still another factor that must be taken into consideration in any study of 1980 results is the impact of deregulation on those carriers that reportedly had a concentration of truck load traffic as opposed to less than truck load (LTL) freight, together with the rate cutting involved in TL traffic. Those that suffered from this imbalance before the Motor Carrier Act was signed into law are now suffering the most as a result of the new, freer entry policy of the Interstate Commerce Commission and its liberal interpretation of the Act.

According to industry sources, two typical industry examples of this situation are Yellow Freight and Transcon Lines of Los Angeles. Both have reportedly initiated steps to correct the imbalance and increase their competitiveness in the traffic lanes.

Significantly, Transcon reported a deficit of $17,558,000 on revenues of $229,274,000 with an operating ratio of 99.6. Allan B. Foy, president and CEO, says, however, that for the first quarter of 1981 the company's LTL freight volume was up 6% and that the company has taken steps to stop the continuous erosion of TL traffic that was occurring in the deregulated environment. Foy also said that Transcon's debt had increased 12% over 1979 simply because of the write-off of operating rights.

Rate cutting and new discounts like those initiated by Overnite of Richmond, Va., for example, also contributed to widespread, unstable financial conditions. Many carriers with concentrated traffic in the Rocky Mountain region also suffered last year because of a three-month delay caused by the ICC in the implementation of a petitioned rate increase that eventually led to considerable red ink in the second quarter.

Financially, one cannot discount or ignore the role the International Brotherhood of Teamsters played in determining the health of the for-hire segment of trucking in 1980.

Overnite, a non-union operation, is a good case in point. Last year it enhanced its position in the Top

Text continues on page 126.

Index to the Top 100 as Ranked by Revenue

	1980	1979
A-P-A Transport	85	92
Ace-Doran Hauling	99	—
Aero Mayflower	26	28
Allied Van Lines	11	11
American Freight System	19	19
Anchor Motor Freight	24	18
Arkansas-Best	13	17
Associated Truck Lines	34	33
Atlas Van Lines	45	52
BN Transport	87	98
Bekins Van Lines	43	46
Bowman Transportation	35	37
Branch Motor Express	42	41
Briggs Transportation	88	84
Brown Transport	44	55
C & H Transportation	37	43
C W Transport	58	60
Campbell "66"	68	79
Carolina Freight	16	20
Cedar Rapids Steel	100	—
Central Freight	30	34
Central Transport	57	50
Chemical Express	94	—
Chemical Leaman	28	26
Coastal Tank	65	63
Commercial Carriers	62	62
Commercial Lovelace	64	57
Complete Auto Transit	51	45
Consolidated Freightways	4	4
Cooper-Jarrett	93	82
Delta Lines	40	39
Dohrn Transfer	86	75
ETMF Freight	20	14
Eazor Express	91	89
Frozen Food Express	79	78
Garrett Freightlines	36	40
Gateway Transportation	38	36
Georgia Highway Express	74	81
Gordons Transports	54	59
Graves Truck Lines	77	74
Global Van Lines	72	80
Groendyke	90	95
Hall's Motor Transit	22	22
Hemingway Transport	84	86
Holmes Transportation	97	—
I M L Freight	31	32
Illinois-California Exp.	50	47
Internatl. Transport	46	51
Interstate Contract Carriers	98	—
Interstate Motor Frt.	18	15
Jones Motor Co.	39	35
Jones Truck Lines	69	69
Lee Way Motor Freight	21	27
Ligon Spec. Haulers	71	76
Maislin Transport	61	72
Mason & Dixon	27	24
Matlack, Inc.	23	21
McLean Trucking	6	7
Merchants	56	70
Midwest Coast Trnspt.	83	—
Midwest Emery	52	53
Midwestern Distribution	89	87
Milne Truck	82	93
Motor Freight Express	73	73
Murphy Motor Freight	66	71
National Freight	75	85
No. American Van Lines	8	9
Nu-Car Carriers	80	88
Old Dominion	81	91
Overnite Transptn.	14	16
P-I-E	10	8
Pacific Motor	53	49
Pilot Freight	41	44
Preston Trucking	29	31
Red Star Express	67	77
Refiners Transptn.	95	94
Refrigerated Transport	48	54
Riss Transptn.	70	65
Roadway Express	2	2
Ruan Transport	96	90
Ryder Truck Lines	7	6
St. Johnsbury	49	56
Sante Fe Trail	76	68
Schneider Transport	32	38
Schwerman Trucking	63	58
Shaw, Willis	92	100
Signal Delivery	25	25
Smith's Transfer	12	12
Spector Red Ball	9	42
System 99	59	64
T.I.M.E.-DC	33	29
Thurston Motor	60	66
Transcon Lines	17	13
Tri-State Motor	47	48
United Parcel (Ill.)	1	1
United Parcel (NY)	3	3
United Transport	78	83
United Van Lines	15	23
Watkins Motor	55	67
Yellow Freight	5	5

100 to 14th place from 16th on gross revenues of $241,934,000, reporting a net profit of $7,260,000, despite the fact it instituted a 10% price spread on LTL traffic. In addition, and probably most significantly, the company last year still retained its number two position in operating ratio with a very enviable 86, just four-tenths of a point ahead of its 1979 figure of 85.6.

The implication of Overnite's returns for last year is that non-union labor allows a company to engage in LTL price discounts or spreads with its obvious advantages for increased traffic while competitors with Teamster contracts are placed at a distinct disadvantage because of excessive, fixed labor costs.

That disadvantage may have been eased somewhat in April of this year when many carriers refused to pay the union its scheduled hourly rate increase and the additional cost-of-living adjustment, but it did nothing to help these same companies last year.

J. Michael Murphy, a security analyst for Capital Research Co. in San Francisco, says: "The real loser will be the guy who cannot figure out how to get around the union and keep his share of market. He is just not going to be able to compete on rates and services and make it."

A-P-A Transport of North Bergen, N.J., always a high visibility carrier, continues to retain its number one rank in the operating ratio category with 82.2. A-P-A's continued remarkable success, however, seems to contradict Murphy's statement about carriers having to "get around the union."

Operating with Teamster labor in what is probably the highest cost area of the country, metropolitan New York-New Jersey, A-P-A president Arthur E. Imperatore continues to astound industry experts by getting the kind of productivity from the union that no one else in trucking is capable of doing. In 1980, for example, A-P-A earned $5,210,000 on revenues of $62,934,000.

A-P-A is now engaged in building a 192 door terminal in North Jersey, designed to handle six million pounds of LTL freight nightly. LTL freight represents about 95% of A-P-A's business which is another reason for the company's continuing success despite deregulation.

The A-P-A terminal, however, is not expected to be the industry's largest. That distinction will likely go to Roadway Express which is in the process of building a 400 door LTL breakbulk terminal. Roadway of Akron, Ohio, retained its number two position which is actually number one because United Parcel Service of St. Charles, Ill., is not considered by the industry to fall within the guidelines of a general commodity carrier. That's because of the size and weight limitations it places on the freight it hauls.

Roadway for 1980 reported profits of $41,696,000 on revenues of $1.15 billion. It and the two United Parcel divisions are the only three carriers to break the one billion barrier in gross revenue.

Financial analysts say Roadway's strategy for success is simple. "They keep saturating the territory in which they operate with more and more satellite terminals. They have increased earnings for 27 years in a row and there is no debt on their balance sheet."

While the Top 100 for-hire carriers in 1980 continued to report as a group higher gross revenues than in either 1979 or '78, they also reported higher expenses as well. But importantly, collectively they reported significantly less profit. The 100 carriers for 1980 had profits of only $13,892,000 while last year this group collectively reported 1979 profits of $400,710,000, a startling difference.

Also down expectedly over 1979 and 1978 was the number of tractors in use—100,795—compared to 110,847 and 101,321. The number of trailers in use—239,251—was substantially less than the number in use in 1979 but more than those in use in 1978.

Finally, it should also be pointed out that in those instances where carriers report few or even no equipment owned, the answer is simple: they either rely on owner operators for power, as in the case of the household movers, or they lease their equipment from a subsidiary, as does St. Johnsbury Trucking. □ □ □

Additional Data On The Top 100

To assure strict comparability, all data in the following tables have been extracted from official annual reports as submitted to the Interstate Commerce Commission by the carriers. Many of the carriers, however, operate substantial subsidiary companies or are themselves part of large corporations. Others have been involved with mergers or major acquisitions. The following footnotes reveal additional financial or corporate information. Numbers correspond to 1980 "rank" by Gross Operating Revenue.

1 & 3: United Parcel Service of Ohio based in St. Charles, IL and United Parcel of New York are both wholly-owned subsidiaries of United Parcel Service of America (Greenwich, CT). These operating companies are closely affiliated and an application for merger is still pending with the ICC. As a result, certain operating data is not available. Their combined revenue in 1980 was approximately $3.9 billion. On this consolidated revenue basis, UPS is clearly the nation's (and world's) largest privately-owned fleet.

2: Roadway Express remains the nation's No. 1 general commodity carrier. Figures include several acquisitions in recent years.

4: Consolidated Freightways Corp. is a wholly-owned subsidiary of Consolidated Freightways, Inc., which also controlled Freightliner Corp. (a truck manufacturer) and other enterprises. Total revenue of CF, Inc. in 1980 was just short of $1.7 billion and net profit was $9.7 million, sharply below the 1979 figure. In 1981, sale of Freightliner Corp. to Mercedes-Benz is being completed.

6: McLean Trucking during 1980 sold its interest in Winston Refining Co., reorganized its special commodities division as PaceSetter Transportation and created a new subsidiary, Salem Contract Carrier serving K-Mart Corp.

7 & 10: Ryder Truck Lines and **Pacific Intermountain Express** are independent subsidiaries of IU International Management Corp., a Philadelphia based transportation conglomerate.

8: North American Van Lines and **Leeway Motor Freight** (No. 21) are wholly-owned by Pepsi Co., Inc.

9: Spector Freight System and **Red Ball Motor Freight** entered a merger agreement at the end of 1980. Red Ball will be the surviving company. This is believed to be the only merger between two "Top 100" companies during the past year.

15: United Van Lines is primarily owned by 134 independent "agent" companies.

19: American Freight System was created in late 1978 as the result of the merger of American Transport, Inc. (Sioux Falls, SD) and Terminal Transport Co. (Atlanta, GA).

22: Hall's Motor Transit is owned by Tiger International, Inc. (an outgrowth of Flying Tiger Line) and operated as a separate subsidiary.

23: Matlack, Inc. is owned by RLC Corp. (Wilmington, DE), which also owns Rollins Truck Leasing.

24: Anchor Motor Freight is a contract carrier hauling new cars mostly for General Motors. It is a wholly-owned subsidiary of Leaseway Transportation Corp. (Cleveland, OH). Leaseway also owns several leasing companies, other carriers and related services.

25: Signal Delivery Service is a contract carrier serving principally Sears Roebuck & Co. and Whirlpool Corp. It is 80% owned by Leaseway Transportation Corp. (see note No. 24 above) and 20% by Sears Roebuck & Co.

28: Chemical Leaman, in April 1981, entered an interline agreement with Widing Transportation, Inc. (a West Coast tank carrier based in Portland, OR), which will give both carriers nationwide bulk commodity service.

39: Jones Motor Co. is a wholly-owned subsidiary of Alleghany Corp. (NY). Figures include Jones' special commodities division.

40: Delta Lines is a subsidiary of Delta California Industries, which also controls California Motor Express.

51: Complete Auto Transit is a new car carrier haul-principally for General Motors. It is wholly-owned by Ryder System, Inc. (Miami), which is primarily involved in truck leasing and rental.

53: Pacific Motor Trucking is owned by Southern Pacific Railroad.

58: C W Transport, a heavy hauler, is now a wholly-owned subsidiary of Gerber Products Co. (Fremont, MI).

61: Maislin Transport of Delaware is a wholly-owned subsidiary of Maislin Industries, Ltd. of Canada, which also owns Maislin Transport, Ltd., a Canadian carrier, and other operations. Combined revenues would put total Maislin enterprises considerably higher on the list. Maislin Industries also acquired Quinn Freight Lines of Brockton, MA, in mid-1980.

66: Murphy Motor Freight, in late 1980, was granted authority to serve all points in Alabama, North Carolina, South Carolina and Tennessee, and has recently opened several new terminals.

76: Santa Fe Trail Transportation is owned by Santa Fe Industries whose principal business is the Atchison, Topeka and Santa Fe Railroad Co.

95: Refiners Transportation and Terminal Co. is wholly-owned by Leaseway Transportation Corp. (See note No. 24 above.)

Top 100 listings start on page 130.

1980'S TOP 100 CLASS 1 CARRIERS

Rank[1] '80	Rank[1] '79	Fleet	Type[2]	Financial Data (+000) Gross Oper. Revenue	Financial Data (+000) Expenses	Financial Data (+000) Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Owned Vehicles[4] Tractors	Owned Vehicles[4] Trailers	(+000) Total Equip. Exp.
1	1	United Parcel Service, St. Charles, IL	CmGF	$2789834	$2534292	$132342	25245	3797	11766	$186798
2	2	Roadway Express, Akron, OH	CmGF	1153826	1044806	41696	1253	7581	14281	79650
3	3	United Parcel Service, New York, NY	CmGF	1152325	1101229	27298	9868	1588	4770	80758
4	4	Consolidated Freightways, Portland, OR	CmGF	936354	859333	14151	295	6020	16742	76580
5	5	Yellow Freight System, Kansas City, MO	CmGF	716519	687894	14547d	597	5324	12555	55627
6	7	McLean Trucking, Winston-Salem, NC	CmGF	590487	588849	9432d	492	4778	8988	52972
7	6	Ryder Truck Lines, Jacksonville, FL	CmGF	586649	549452	7862d	894	2851	6506	30956
8	9	North American Van Lines, Fort Wayne, IN	CmHG	435831	408728	23201	2	37	5701	n/a
9	42	Spector Red Ball Inc., Dallas, TX	CmGF	435374	433410	22274d	177	3784	8328	28528
10	8	Pacific Intermountain Express, Oakland, CA	CmGF	408381	387495	2212	393	2335	7004	25051
11	11	Allied Van Lines, Broadview, IL	CmHG	291910	290897	1319	0	0	516	n/a
12	12	Smith's Transfer, Staunton, VA	CmGF	281005	267857	15582d	481	2788	5330	20106
13	17	Arkansas-Best Freight System, Fort Smith, AR	CmGF	262593	251258	14645d	130	1851	4132	12975
14	16	Overnite Transportation, Richmond, VA	CmGF	241934	208130	7260	396	2466	5234	20800
15	23	United Van Lines, Fenton, MO	CmHG	239590	238870	1466	0	0	74	n/a
16	20	Carolina Freight Carriers, Cherryville, NC	CmGF	237604	225482	590	227	1830	3635	18484
17	13	Transcon Lines, Los Angeles, CA	CmGF	229274	228309	17558d	161	1719	3960	19949
18	15	Interstate Motor Freight System, Grand Rapids, MI	CmGF	225690	238426	14293d	112	1773	3753	13456
19	19	American Freight System, Sioux Falls, SD	CmGF	213361	220974	19953d	134	1794	4603	14810
20	14	ETMF Freight System, Dallas, TX	CmGF	210729	213033	16043d	165	673	506	9924
21	27	Lee Way Motor Freight, Oklahoma City, OK	CmGF	202484	203695	18186d	171	1433	3957	14403
22	22	Halls Motor Transit, Mechanicsburg, PA	CmGF	197130	190917	660	101	1519	3373	13774
23	21	Matlack Inc., Lansdowne, PA	CmLP	194904	171709	3048	19	1520	3266	17441
24	18	Anchor Motor Freight, Cleveland, OH	CIMV	192155	177427	6814	0	2016	2205	15823
25	25	Signal Delivery Service, Hinsdale, IL	CIRS	188462	177432	6778	432	1474	5444	12970
26	28	Aero Mayflower Transit, Indianapolis, IN	CmHG	186282	183643	1389	0	11	986	n/a
27	24	Mason & Dixon Lines, Kingsport, TN	CmGF	176823	174194	4488d	201	1301	2553	12277
28	26	Chemical Leaman Tank Lines, Downingtown, PA	CmLP	174455	164802	2038d	0	1304	2922	20493
29	31	Preston Trucking, Preston, MD	CmGF	172584	163278	5086	39	1386	1725	11824
30	34	Central Freight Lines, Waco, TX	CmGF	172018	163956	4617	897	840	2578	12707
31	32	I M L Freight, Salt Lake City, UT	CmGF	167553	166034	8401d	137	1013	2408	14496
32	38	●Schneider Transport Inc., Green Bay, WI	CmSC	158952	152847	2120	na	na	na	na
33	29	T.I.M.E.—D.C., Lubbock, TX	CmGF	156210	153503	7209d	115	1201	2833	10958
34	33	Associated Truck Lines, Grand Rapids, MI	CmGF	155614	155082	307	62	1278	3291	9366
35	37	Bowman Transportation, Atlanta, GA	CmGF	149153	138497	2931	258	1376	3072	14746
36	40	Garrett Freightlines, Pocatella, ID	CmGF	146069	135753	7889	345	1004	2508	9145
37	43	C & H Transportation Co. Inc., Dallas, TX	CmSC	146036	131513	1319	9	285	2557	7365
38	36	●Gateway Transportation, LaCrosse, WI	CmGF	145217	154009	9606d	na	na	na	na
39	35	Jones Motor Co. Inc., Spring City, PA	CmGF	145109	147425	9154d	111	967	2074	8272
40	39	Delta Lines Inc., Oakland, CA	CmGF	142250	137319	3448d	290	1374	2901	8885
41	44	Pilot Freight Carriers Inc., Winston-Salem, NC	CmGF	140118	135528	1354	68	913	2198	10407
42	41	Branch Motor Express, New York, NY	CmGF	139853	143141	6597d	271	1251	2500	9408
43	46	Bekins Van Lines, Hillside, IL	CmHG	132912	130530	835	0	15	896	n/a
44	55	Brown Transport Corp., Atlanta, GA	CmGF	123509	111585	8178	195	616	1167	5431
45	52	Atlas Van Lines Inc., Evansville, IN	CmHG	119968	116508	857	2	3	80	n/a
46	51	International Transport Inc., Rochester, MN	CmHM	119866	111173	2078	0	0	2037	3480
47	48	Tri-State Motor Transit, Joplin, MO	CmED	118936	115471	8473d	18	255	2262	9284
48	54	Refrigerated Transport Co., Forest Park, GA	CmSC	117950	113656	2103d	4	171	911	5901
49	56	St. Johnsbury Trucking, St. Johnsbury, VT	CmGF	107142	103482	692	0	0	0	6659
50	47	Illinois-California Express Inc., Denver, CO	CmGF	106829	105877	3910d	268	543	1872	7372

TOTAL TOP 50—1980	$16,235,813	$15,408,710	$ 72,685	45,035	78,058	192,960	$1,020,311
TOTAL TOP 50—1979	15,101,939	14,516,782	340,796	47,816	88,243	216,683	1,078,563
TOTAL TOP 50—1978	12,957,711	12,228,864	403,933	42,654	79,404	182,998	907,886

Maintenance Data		Intercity Operating Data (+000)												
						Miles Operated								
		Tons Carried[5]		No. of Shipments			Rented Vehicles							
Avg. No. Maint. Emplys.	(+000) Tires & Tubes	TL	LTL	TL	LTL	Owned Vehicles	With Drivers	Without Drivers	Rail & Water Miles[6]	Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[7]	Fleet
3071	17045	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	90.8	t10	UPS (IL)
909	12906	2285	3705	188	11238	440318	825	0	578	13.9	1022	90.6	9	Roadway
1472	5496	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	95.6	30	UPS (NY)
927	10503	1730	2737	150	7683	380810	1371	309	8771	16.5	1439	91.8	12	Consolidated
1026	8257	2236	1874	163	5211	299295	9033	20474	1538	15.0	1203	96.0	33	Yellow
723	9613	1884	1900	140	5829	237202	4030	7605	4402	13.2	883	99.7	t55	McLean
449	4925	4311	1430	274	3289	171219	42419	74866	300	14.0	705	93.7	t19	Ryder
n/a	4657	n/a	1743	n/a	n/a	n/a	362512	0	0	5.1	1061	93.8	20	North American
518	4619	2632	1459	174	3697	161683	10149	32428	0	13.9	695	99.5	53	Spector Red Ball
403	4027	4030	771	205	2438	144690	27248	25696	4	15.4	632	94.9	t25	P.I.E.
0	164	n/a	605	n/a	n/a	0	130628	0	0	4.5	966	99.7	t55	Allied
367	3254	1239	1129	95	2896	122375	0	0	0	13.4	690	95.3	t28	Smith's
223	2141	1408	678	92	1707	103204	13044	15680	0	15.7	990	95.7	t31	Arkansas-Best
401	2725	1753	1306	122	3531	125919	0	3	0	10.5	433	86.0	2	Overnite
0	98	n/a	457	n/a	n/a	0	102220	0	0	5.4	1210	99.7	t55	United Van Lines
348	2552	1201	837	85	2035	90325	13515	1390	805	12.8	667	94.9	t25	Carolina Freight
275	2478	592	548	54	1332	114599	704	0	1321	15.8	1621	99.6	t54	Transcon
164	3056	2285	602	140	1740	70296	30818	9351	0	14.4	549	105.6	70	Interstate
276	2807	823	886	60	2459	67958	2022	21094	59	12.4	660	103.6	68	American Freight
773	2240	936	529	64	1308	3204	19110	89955	1136	13.8	1065	101.1	t61	ETMF
208	2796	735	517	55	1415	99086	1461	0	792	15.2	1227	100.6	59	Lee Way
234	1105	1707	696	112	1676	50305	0	24856	0	13.6	425	96.8	t39	Hall's
182	3984	n/a	9570	n/a	n/a	100908	21077	4973	0	11.5	152	88.1	3	Matlack
296	4694	n/a	2600	n/a	n/a	99204	3430	5694	0	6.5	271	92.3	13	Anchor
264	2379	n/a	2182	n/a	n/a	101656	0	922	0	7.3	342	94.1	21	Signal
n/a	67	n/a	385	n/a	n/a	211	82905	0	0	4.9	1064	98.6	48	Aero Mayflower
179	1533	1304	606	89	1314	58473	6820	11453	0	14.0	561	98.5	47	Mason & Dixon
398	4221	n/a	6566	n/a	n/a	78644	29604	0	0	13.3	219	94.5	23	Chemical Leaman
267	1667	1294	829	99	2030	46649	2471	6674	0	11.5	301	94.6	24	Preston
227	2170	1829	1452	124	4337	28227	0	33004	0	9.2	171	95.3	t28	Central Freight
264	1458	439	424	34	1071	62273	4774	12890	802	15.4	1437	99.1	t50	I M L Freight
na	na	na	na	na	na	na	na	na	na	na	na	96.2	t34	Schneider
163	1437	470	332	35	778	64764	6771	0	2481	15.1	1389	98.3	45	T.I.M.E.-DC
162	2068	1147	900	85	2296	37455	175	9152	9	10.7	244	99.7	t55	Associated Truck
280	2619	1230	514	78	1441	70369	6014	0	1697	14.1	633	92.9	t16	Bowman
145	1818	567	562	35	1964	51272	0	0	5	15.6	707	92.9	t16	Garrett
55	5151	n/a	1557	n/a	n/a	16684	94509	0	0	14.5	1033	90.1	6	C & H
na	na	na	na	na	na	na	na	na	na	na	na	106.1	71	Gateway
144	1400	1283	536	78	1302	35883	4099	21034	105	14.1	472	101.6	63	Jones Motor
143	1391	413	858	31	2237	30579	3387	2123	190	13.4	383	96.5	t36	Delta Lines
202	1894	596	559	46	1490	64302	23	0	1318	12.5	716	96.7	38	Pilot Freight
165	2279	753	660	50	1266	44035	2285	7697	0	11.6	444	102.4	65	Branch
n/a	779	n/a	264	n/a	n/a	0	61467	0	0	5.1	1182	98.2	t44	Bekins
105	842	1502	499	100	1244	25928	38242	0	0	13.4	431	90.3	8	Brown Transport
0	142	n/a	251	n/a	n/a	150	55083	0	0	5.1	1125	97.1	t40	Atlas Van
0	2208	n/a	838	n/a	n/a	0	89288	0	0	13.6	1445	92.7	15	Internatl Transport
102	1845	n/a	1020	n/a	n/a	14701	84899	0	0	12.2	1187	97.1	t40	Tri-State
159	1430	n/a	1752	n/a	n/a	11395	83560	5120	84	16.4	957	96.4	35	Refrigerated Trans.
125	1571	313	609	26	2213	0	0	25362	0	8.4	232	96.6	t37	St. Johnsbury
142	1035	422	294	29	879	35614	6516	8122	4	14.7	1032	99.1	t50	I.C.X.

401 159,546
399 175,878
388 152,892

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1980. •—Operating revenue figure is derived from 1980 fourth quarter cumulative figures. Annual report was not available at closing time. [1]—*indicates not among Top 100 in 1979. [2]—Cm—Common, Ct—Contract, GF—general freight, EX—explosives and dangerous articles, FP—forest products, HG—household goods, HM—heavy machinery, LP—liquid petroleum products (including in most cases other bulk commodities), MV—motor vehicles, RS—retail store delivery, SC—specific commodity not otherwise grouped. [3]—"d" following data indicates net loss (deficit) after taxes. [4]—as of Dec. 31, 1980. [5]—where only one figure appears, it represents total tonnage. [6]—predominately piggyback. [7]—"t" following data indicates tie for that rank. n/a—indicates not applicable. na as with •—indicates data not available.

1980'S TOP 100 CLASS 1 CARRIERS

Rank[1] '80	Rank[1] '79	Fleet	Type[2]	Financial Data (÷000) Gross Oper. Revenue	Expenses	Net Income after Taxes[3]	Owned Vehicles[4] Trucks	Tractors	Trailers	(÷000) Total Equip. Exp.
51	45	Complete Auto Transit Inc., Detroit, MI	CtMV	$106814	$99450	$3895	0	1470	1512	$12363
52	53	Midwest Emery Freight System, Chicago, IL	CmSC	105367	103450	172d	2	2	100	1715
53	49	Pacific Motor Trucking, San Francisco, CA	CmGF	103661	110128	7269d	673	907	2717	10829
54	59	Gordons Transports Inc., Memphis, TN	CmGF	96945	94673	7830d	55	899	1780	6767
55	67	●Watkins Motor Lines Inc., Atlanta, GA	CmGF	96294	90266	2018	na	na	na	na
56	70	Merchants Fast Motor Lines, Abilene, TX	CmGF	93874	84243	3896	0	0	0	5878
57	50	Central Transport Inc., Sterling Hgts., MI	CmGF	91040	98356	8731d	0	0	0	206
58	60	C W Transport Inc., Wisconsin Rapids, WI	CmGF	90871	87693	2259d	5	956	1932	7955
59	64	System 99, Oakland, CA	CmGF	89124	89388	2712d	179	683	1480	6369
60	66	Thurston Motor Lines, Charlotte, NC	CmGF	87316	86833	3631d	433	614	2516	7775
61	72	●Maislin Transport of Del., La Salle, Que., Canada	CmGF	87051	87984	1945d	na	na	na	na
62	62	Commercial Carriers Inc., Romulus, MI	CmMV	85677	85408	1476d	0	1256	1375	10299
63	58	Schwerman Trucking Co., Milwaukee, WI	CmSC	84787	82107	592d	0	1317	2175	9965
64	57	Commercial Lovelace Motor Frt., Columbus, OH	CmGF	84718	87635	7029d	75	883	1787	5591
65	63	Coastal Tank Lines Inc., Akron, OH	CmLP	84196	78567	452d	0	403	1081	6917
66	71	Murphy Motor Freight Lines Inc., St. Paul, MN	CmGF	80661	79381	3319d	23	596	1674	3934
67	77	Red Star Express Lines Inc., Auburn, NY	CmGF	78947	70426	4825	37	681	1170	5825
68	79	Campbell "66" Express, Springfield, MO	CmGF	78398	75093	830d	52	673	1168	6748
69	69	Jones Truck Lines Inc., Springdale, AR	CmGF	78182	73684	2347	49	701	388	3570
70	65	●Riss International Corp., Kansas City, MO	CmGF	77876	76594	526	na	na	na	na
71	76	Ligon Specialized Haulers, Madisonville, KY	CmSC	77616	77045	436d	0	20	108	38
72	80	Global Van Lines Inc., Anaheim, CA	CmHG	77352	73627	1584	0	38	406	n/a
73	73	Motor Freight Express, York, PA	CmGF	75226	78160	7341d	50	466	1390	5818
74	81	Georgia Highway Express, Atlanta, GA	CmGF	75166	69491	2021	118	545	1054	5062
75	85	National Freight Inc., Vineland, NJ	CmGF	74011	73993	3686d	0	68	1123	4787
76	68	Santa Fe Trail Transportation, Wichita, KS	CmGF	70567	71600	2349d	92	853	964	6224
77	74	Graves Truck Line Inc., Salina, KS	CmGF	69239	68422	2198d	115	564	1285	4367
78	83	United Transport Inc., Oklahoma City, OK	CmMV	68252	66830	223d	0	812	862	8614
79	78	Frozen Food Express, Dallas, TX	CmSC	67452	65284	778	0	0	706	3003
80	88	Nu-Car Carriers Inc., Bryn Mawr, PA	CmMV	67434	64541	203	0	676	821	6771
81	91	Old Dominion Freight Inc., High Point, NC	CmGF	66817	61078	472d	31	673	1204	5980
82	93	Milne Truck Lines, Salt Lake City, UT	CmGF	66752	67361	1638d	158	419	1163	3664
83	*	Midwest Coast Transport, Sioux Falls, SD	CmRS	65820	62769	1108	0	22	296	329
84	86	Hemingway Transport, New Bedford, MA	CmGF	65801	63060	1874	0	198	375	3002
85	92	A-P-A Transport Corp., North Bergen, NJ	CmGF	62934	51730	5210	318	197	549	3191
86	75	Dohrn Transfer Co., Rock Island, IL	CmGF	62882	64217	8305d	7	545	1458	4374
87	98	BN Transport Inc., St. Paul, MN	CmGF	62260	62030	3599d	29	494	677	2618
88	84	Briggs Transportation, St. Paul, MN	CmGF	61862	60711	6428d	75	693	1689	3950
89	87	Midwestern Distribution, Fort Scott, KS	CmFP	60821	60875	2483d	0	0	854	1462
90	95	Groendyke Transport Inc., Enid, OK	CmLP	60259	58223	302	0	390	526	7052
91	89	Eazor Express Inc., Pittsburgh, PA	CmGF	59728	61734	5099d	61	516	383	4646
92	100	Shaw, Willis Frozen Express, El Springs, AR	CmRS	57633	52352	2609	0	257	644	2946
93	82	Cooper-Jarrett, Orange, NJ	CmGF	57544	59204	6019d	27	492	793	3999
94	*	Chemical Express Carriers, Dallas, TX	CmSC	56653	56497	485d	0	839	1078	8218
95	94	Refiners Transportation & Term., Oregon, OH	CmLP	54476	49111	2540	4	330	691	4487
96	90	Ruan Transport, Des Moines, IA	CmLP	54419	53261	789	0	342	861	4143
97	*	Holmes Transportation, Framingham, MA	CmGF	53433	51420	1142	118	388	994	4585
98	*	●Interstate Contract Carriers, Salt Lake City, UT	CmGF	53358	53128	230	na	na	na	na
99	*	Ace-Doran Hauling & Rigging, Cincinnati, OH	CmSC	52603	50337	340	8	39	172	215
100	*	Cedar Rapids Steel Transport, Cedar Rapids, IA	CmRS	51282	48741	2178	0	0	310	1399

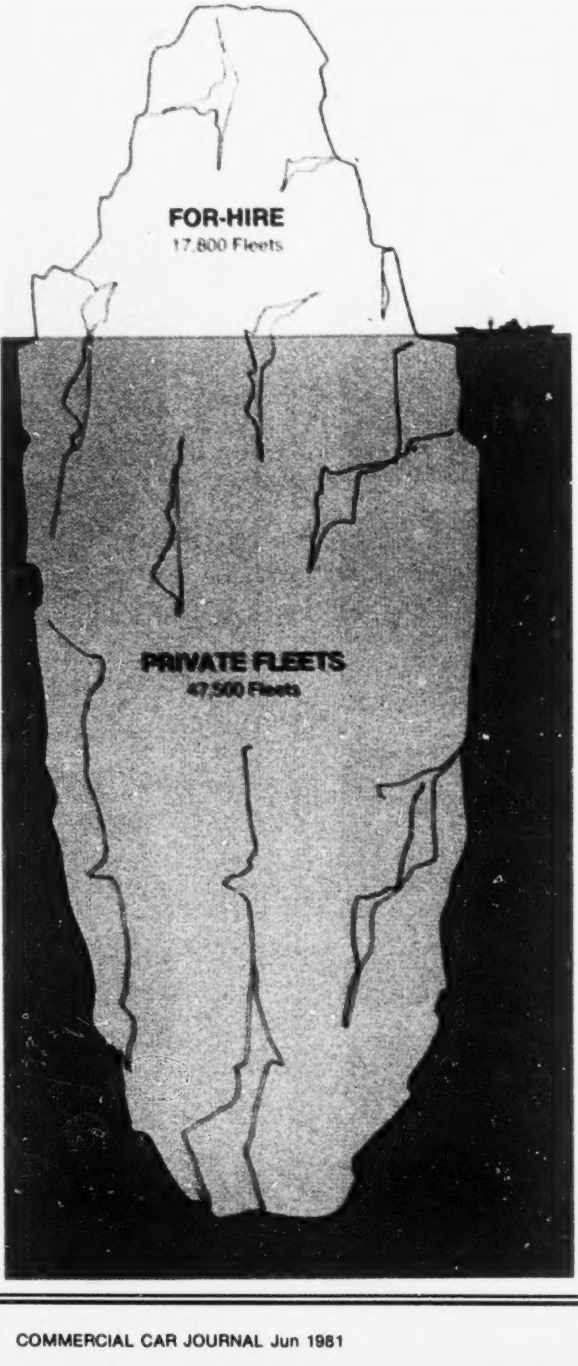
TOTAL TOP 100—1980	**$19,927,264**	**$19,006,901**	**$ 13,892**	**47,829**	**100,795**	**239,251**	**$1,247,961**
TOTAL TOP 100—1979	**18,906,308**	**18,191,466**	**400,710**	**52,032**	**110,847**	**267,822**	**1,336,472**
TOTAL TOP 100—1978	**16,577,178**	**15,666,958**	**500,602**	**45,639**	**101,321**	**231,781**	**1,135,779**

Maintenance Data		Intercity Operating Data (+000)								Avg. Load (tons)	Avg. Haul (miles)	Oper. Ratio	Rank by Oper. Ratio[7]	Fleet
Avg. No. Maint. Emplys.	(+000) Tires & Tubes	Tons Carried[5]		No. of Shipments		Miles Operated								
						Owned Vehicles	Rented Vehicles		Rail & Water Miles[6]					
		TL	LTL	TL	LTL		With Drivers	Without Drivers						
131	2436	n/a	1769	n/a	n/a	59847	2866	0	0	6.5	229	93.1	17	**Complete**
29	130	n/a	2447	n/a	n/a	0	6034	80809	0	19.1	677	98.2	t44	**Midwest Emery**
172	1822	n/a	1808	n/a	n/a	25518	589	61	7061	11.4	232	106.2	72	**Pacific Motor**
114	786	582	335	41	733	41056	1517	1188	37	14.1	672	97.7	41	**Gordons Transport**
na	na	na	na	na	na	na	na	na	na	na	na	93.7	t19	**Watkins**
77	1546	531	740	37	2130	0	813	34132	0	12.0	331	89.7	5	Merchants
0	0	2264	436	135	808	0	5672	32026	0	7.8	109	108.0	73	Central Transport
156	483	916	378	64	693	28905	1747	3428	194	13.7	364	96.5	t36	C W Transport
91	1185	283	384	21	1155	22867	2459	4203	3	15.2	674	100.3	58	System 99
184	2042	865	414	58	1174	36868	7712	0	0	12.7	443	99.4	52	Thurston
na	na	na	na	na	na	na	na	na	na	na	na	101.1	t61	**Maislin**
144	1914	0	2028	182	0	44545	5084	0	0	5.6	136	99.7	t55	**Commercial Carriers**
330	1802	n/a	8474	n/a	n/a	62693	3844	64	0	11.9	93	96.8	t39	**Schwerman**
82	1005	452	577	37	1520	21815	0	0	0	10.4	220	103.4	t67	**Commercial Lovelace**
112	1592	n/a	5547	n/a	n/a	32448	10384	6423	0	10.7	95	93.3	18	**Coastal**
77	766	389	423	31	1108	25158	555	2103	24	11.7	402	98.4	t46	Murphy Motor
109	1160	315	434	26	1145	12801	156	0	0	17.2	298	89.2	4	Red Star
118	1197	385	337	30	725	34021	4	0	0	13.1	617	95.8	t32	Campbell "66"
76	357	675	393	46	1071	25255	7592	0	78	13.4	414	94.2	22	Jones Truck
na	na	na	na	na	na	na	na	na	na	na	na	98.4	t46	Riss
0	0	n/a	1712	n/a	n/a	0	62310	0	0	19.1	696	99.3	51	**Ligon**
n/a	266	n/a	186	n/a	n/a	0	33991	0	0	4.0	731	95.2	27	**Global Van**
78	869	733	317	48	726	6127	858	18671	51	14.3	349	103.9	69	**Motor Freight**
66	813	547	506	39	1465	14290	10150	0	8422	7.8	278	92.4	14	**Georgia Highway**
108	1316	1519	97	117	38	1318	47331	8222	0	10.4	367	100.0	56	**National Freight**
9	941	306	151	21	347	8826	67	0	10704	11.1	547	101.5	62	Santa Fe Trail
83	624	402	414	28	1261	15946	6864	0	0	10.1	282	98.8	49	Graves
118	1274	n/a	1574	n/a	n/a	43839	357	0	0	8.1	229	97.9	t42	United Transport
0	630	n/a	788	n/a	n/a	0	45903	0	0	n/a	n/a	96.8	t39	Frozen Food
95	1619	n/a	1365	n/a	n/a	28569	0	7480	0	6.0	160	95.7	t31	Nu-Car
108	1480	960	259	58	568	31317	9303	6	0	8.9	295	91.4	11	**Old Dominion**
69	489	283	296	18	1035	14704	1437	1552	625	15.0	478	100.9	60	**Milne Truck**
0	491	n/a	735	n/a	n/a	1017	0	68548	0	18.5	1754	95.4	29	**Midwest Coast**
50	443	420	300	29	738	16849	2520	1889	0	10.1	299	95.8	t32	**Hemingway**
53	357	78	318	7	1117	5503	0	0	0	10.2	142	82.2	1	**A-P-A**
64	790	318	349	24	694	23818	0	0	0	10.9	390	102.1	64	Dohrn
40	642	311	140	18	377	9969	9096	0	5465	7.3	478	99.6	t54	BN Transport
72	596	355	336	28	760	21025	0	0	0	11.2	341	98.1	43	Briggs
0	1328	1114	0	57	0	0	73732	0	0	11.1	737	100.1	57	Midwestern Dist
94	1457	n/a	3966	n/a	n/a	29009	1675	22715	0	12.8	173	96.6	t37	Groendyke
63	595	650	186	41	426	16965	963	12322	0	16.2	585	103.4	t67	**Eazor**
46	752	n/a	596	n/a	n/a	22317	36134	0	0	17.4	1710	90.8	t10	**Shaw. Willis**
59	678	330	217	24	454	21047	377	0	137	14.2	556	102.9	66	**Cooper-Jarrett**
236	1966	n/a	6709	n/a	n/a	44626	0	4314	0	13.8	101	99.7	t55	**Chemical Express**
91	1051	n/a	6303	n/a	n/a	26065	5182	0	0	13.5	67	90.2	7	**Refiners**
92	595	n/a	5946	n/a	n/a	23328	0	15212	0	12.4	81	97.9	t42	Ruan
119	747	409	324	28	1002	21054	92	129	0	5.4	155	96.2	t34	Holmes Transptn
na	na	na	na	na	na	na	na	na	na	na	na	99.6	t54	Interstate Contract
0	70	n/a	1491	n/a	n/a	1033	50593	0	0	n/a	n/a	95.7	t31	Ace-Doran
21	497	n/a	1141	n/a	n/a	0	29035	15543	0	17.3	678	95.0	26	Cedar Rapids Steel

242 **203,145**
253 **223,966**
256 **198,356**

Source: Prepared especially for CCJ by Trinc Transportation Consultants, a division of Dun & Bradstreet, from ICC motor carrier annual reports for 1980. ●—Operating revenue figure is derived from 1980 fourth quarter cumulative figures. Annual report was not available at closing time. [1]—"indicates not among Top 100 in 1979. [2]—**Ca**—Common, **Cl**—Contract, **GF**—general freight, **EX**—explosives and dangerous articles, **FP**—forest products, **HG**—household goods, **HM**—heavy machinery, **LP**—liquid petroleum products (including in most cases other bulk commodities), **MV**—motor vehicles, **RS**—retail store delivery, **SC**—specific commodity not otherwise grouped. [3]—"d" following data indicates net loss (deficit) after taxes. [4]—as of Dec. 31, 1980. [5]—where only one figure appears, it represents total tonnage. [6]—predominately piggyback. [7]—"T" following data indicates tie for that rank. **n/a**—indicates not applicable. **na** with ●—indicates data not available.

A LOOK AT LARGE PRIVATE FLEETS



As our iceberg illustration shows, for hire carriers receive the bulk of the trucking industry's public exposure while private fleets—the largest portion—glide under the surface virtually unnoticed. Here's a closer look at some lesser-known giants.

What *is* the trucking industry?

While common (for-hire) carriers constitute the most visible segment, the vast majority of the industry consists of private fleets—those operated by companies whose principal business is other than hauling freight. Specifically:

There are 10.1 million vehicles—in fleets of 10 or more—operating in the United States, according to CCJ's census of the motor fleet market. These same vehicles are distributed into just over 65,000 fleet entities. Private fleets, including public utility and government fleets, account for nearly 50,000 of these fleets and 6 million of the 10.1 million vehicles.

The following tables list *some* of our nation's largest private truck fleets, grouped by vocational category. Within each category, fleets are arranged in descending order of total vehicles. The 71 fleets included in this study are representative of the larger private carriers, but the list is far from all-inclusive. Choosing to keep a low profile, many big fleets decline to reveal details about the number of vehicles they operate.

It will be quickly noted that a large number of the private fleets shown exceed most of the regulated carriers in both number of straight trucks and total vehicle count. Collectively, private carriers carry more tonnage—even intercity—than common carriers.

The percentage of leased equipment is significant. Despite frequent misconceptions, most equipment in these larger private fleets is still company-owned—yet the range runs the gamut from zero to 100% leased.

Each listing in this section has been verified within the last 60 days, with the exception of U.S. Government fleets (1980 data).

STATE GVTS*	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Pennsylvania (DGS)	Harrisburg	3309	50	841 (A)	5618	NA	11,264 (B)	75	2
California (DOT)	Sacramento	5572	75	336	2500	2763	11,246	97.5 (C)	0
Kentucky (DOT)	Frankfort	3300	20	37	1429	4800	9586	NA	0
Connecticut	Hartford	2265	35	355	4200	325	7180	NA	0
Missouri (Hwy. Dept).	Jefferson City	1855	8	15	622	3500	5998	NA	0
Virginia (Hwy. Dept.)	Richmond	2150	70	60	2400	NA	4680	NA	0
Minnesota (DOT)	St. Paul	2000	33	52	350	800	3235	35	0
New Jersey (DOT)	Trenton	1400	7	6	810	600	2823	24.4	0

*May not include all depts. (A) May include some small utility trailers. (B) Includes some miscellaneous vehicles. (C) Straight trucks only. NA—Not available.

PUBLIC UTILITIES	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
American Tel. & Tel.	Basking Ridge, NJ	150,000	(A)	NA	46,000	NA	196,000	NA	NA
Pacific Gas & Electric	San Francisco, CA	8297	55	2605	2981	(B)	13,928	NA	0
Consumers Power Co.	Jackson, MI	3545	60	857	1022	600	6084	47	60
Los Angeles Water & Power	Los Angeles, CA	2661	72	331	970	1005	5039	5.5	0
So. California Gas	Los Angeles, CA	4032	30	240	1202	323	5827	42	100
General Public Utilities	Parsippany, NJ	2400	25	850	1250	500	5025	40	85
Commonwealth Edison	Maywood, IL	1737	50	824	1700	214	4525	17.5	0
Georgia Power Co.	Atlanta, GA	2867	23	1023	1567	325	5805	25	0
Public Service Elec. & Gas	Newark, NJ	2000	20	700	1300	400	4420	3.3	0
Columbia Gas Distribution	Columbus, OH	2167	8	218	1019	261	3673	40	100
Philadelphia Electric	Philadelphia, PA	1484	23	448	743	27	2725	NA	40
Detroit Edison	Detroit, MI	1500	150	500	300	250	2700	20	60
Western Union Tel.	Upper Saddle River, NJ	1660	0	10	800	30	2500	4.7	100
Ohio Power Co.	Canton, OH	600	14	300	575	65	1554	16	100

(A) A "few hundred" tractors & trailers included in "trucks" total. (B) Some off-highway included in "trucks" total. NA—Not available.

PETROLEUM	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Ashland Oil	Ashland, KY	5000	900	1700	2100	NA	9700	NA	1
Phillips Petroleum	Bartlesville, OK	3021	258	1059	1296	1730	7364	67	32
Kerr McGee Corp.	Oklahoma City, OK	1500	75	75	1495	0	2650	56.7	25
Exxon Co. U.S.A. (D)	Houston, TX	441	483	499	1015	0	2438	69.3	0
Gulf Oil (A)	Houston, TX	136	361	446	1296	72	2311	(B)	(C)
Mobil Oil Corp. (E)	Fairfax, VA	121	386	499	20	179	1205	34	1
Pyrofax Gas Corp.	Houston, TX	780	3	157	41	50	1031	10.5	75

(A) Marketing division only. (B) Trucks: 42 million; Cars: 40 million. (C) All cars are leased. All other equipment is owned. (D) Marketing department only. (E) Marketing department only. NA—Not available.

LEASING	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vehicles	Annual Mileage (millions)	% Leased
Hertz Corporation	New York, NY	22,000	(A)	NA	120,000	NA	275,000 (B)	NA	0
Gelco Leasing	Minneapolis, MN	40,000	5000	2000	130,000	900	177,900	840	0
Avis Leasing Corp.	Garden City, NY	15,600	3700	700	145,000	0	165,000	NA	0
Leaseway Transportation	Cleveland, OH	15,000	21,000	18,000	22,000	4000	71,000	NA	0
Ryder System	Miami, FL	28,651	21,712	14,515	NA	NA	64,878	NA	0
Jartran, Inc.	Coral Gables, FL	11,703	639	179(D)	350	0	12,871	NA	0
Saunders Leasing	Birmingham, AL	1224	3872	3186	378	NA	8660	510	0
Rollins Leasing	Wilmington, DE	868	3800	2100	NA	0	6909 (C)	303	0

(A) Included in "trucks" total. (B) Includes worldwide total of rental and lease units. (C) Includes 141 miscellaneous powered units including buses. (D) Does not include 19,000 tow trailer (6 x 12 ft units). NA—Not available.

FOOD	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vechicles	Annual Mileage (millions)	% Leased
Quality Bakers Corp. of America	Greenwich, CT	12,000	5500	7100	1800	NA	26,400	NA	.5
ITT Continental Baking	Rye, NY	8700	750	850	700	NA	11,000	NA	40
Safeway Stores	Oakland, CA	42	2159	4352	950	273	7776	114.6	0
ARA Services (A)	Philadelphia, PA	4700	6	6	500	1000	6212	95.2	0
Campbell Taggart	Dallas, TX	4707	503	543	312	NA	6065	120	3
Pepsi Cola Bottling Group (B)	Purchase, NY	1734	1396	1582	600	NA	5312	NA	(C)
Interstate Brands	Kansas City, MO	4108	391	476	0	0	4975	96.4	0
American Bakers	Chicago, IL	3800	335	486	8	33	4662	13.4	30
Agway, Inc.	Syracuse, NY	3100	200	700	0	100	4100	115.5	0
Winn Dixie Stores	Jacksonville, FL	0	962	1834	0	450	3246	50	0
Foremost Dairies, Inc. (D)	San Francisco, CA	640	276	379	155	105	1555	25	0
Sunshine Biscuits	New York, NY	250	50	100	650	0	1050	18	0

(A) Food-services fleet only. Not included are 6000 school buses, 4500 tractors (Smith's Transfer), plus 500 miscellaneous vehicles in periodicals group and 1500 miscellaneous vehicles in linen and uniform rental service operation. (B) A division of Pepsico, Inc. (C) Includes 129 trucks, 209 tractors and 228 trailers. (D) A division of Foremost Food Co. NA—Not available.

GEN'L CATEGORIES	Headquarters	Trucks	Tractors	Trailers	Cars	Off Highway	Total Vechicles	Annual Mileage (millions)	% Leased
Sears, Roebuck & Co.	Chicago, IL	18,500	500	2700	750	NA	22,110	NA	0
Honeywell, Inc.	Minneapolis, MN	2208	0	0	6080	NA	8288	NA	100
Montgomery Ward & Co.	Chicago, IL	5200	400	1400	400	NA	7400	72	100
Boise Cascade Corp.	Boise, ID	1270	750	1380	870	0	4270	49	.1
Diebold, Inc.	Canton, OH	1444	0	0	834	0	2278	NA	99
Reynolds Electrical Engineering	Las Vegas, NV	1600	65	280	425	NA	1945	24	0
American Linen Supply Co.	Minneapolis, MN	1130	9	14	202	5	1346	19.2	0
Terminix International	Memphis, TN	843	0	0	473	0	1316	16	100
Davey Tree Expert Co.	Kent, OH	1020	2	2	130	20	1174	NA	0 (A)

NA—Not available. (A)—With exception of 124 leased cars.

FEDERAL GVT*	Trucks & Tractors	Cars & Station Wagons	Ambulances	Buses	Total Vehicles
U.S. Postal Service	119,675	2182	0	NA	121,857
General Services Admin. (A)	35,363	59,554	225	2809	97,954
Army	35,795	12,444	1170	3389	52,798
Air Force	34,416	5021	1115	2441	42,993
Navy	26,819	4731	606	1287	33,443
Agriculture Dept.	28,128	4661	0	247	33,036
Interior Dept.	10,648	1947	8	198	12,801
Justice Dept.	2,382	8883	4	117	11,386

NA—Not available. (A) Most of these vehicles are in Interagency Motor Pool and are rented or leased to other government fleets. There is no duplication with other fleets listed. *Source: General Services Administration report, printed May, 1980.

CITY GVTS*	Trucks	Tractors	Trailers	Cars	Off-Highway	Total Vehicles	Annual Mileage (millions)	% Leased
City of Atlanta, GA (A)	1168	229	82	773 (B)	490	4674 (C)	NA	0
City of Los Angeles, CA	3000	25	50	850	450	4375	45	0
City of Columbus, OH (D)	1000	30	130	1200	1910	4270	NA	0
City of Cincinnati, OH	1050	10	100	850	800	2810	NA	0
City of New Orleans, LA	900	25	25	900 (E)	85	1935	9.4	0

*May not include all departments. NA—Not available. (A) Does not include water & fire departments. (B) Includes some motorcycles. (C) Includes miscellaneous on/off road, non-self-propelled vehicles. (D) Approximate figures only, except with respect to total vehicles. (E) Includes police fleet.

INDUSTRY TRENDS AND STATISTICS

■ 1980 was not a good year for the trucking industry . . . or most other industries for that matter. Common carriers were particularly hard-pressed by the recession which greatly reduced the amount of freight available. While specific numbers are not available, several industry sources estimate there was a 20% excess capacity—which meant a lot of trucks were parked.

Adding to the impact of an "off" year was the Motor Carrier Reform Act—often referred to as Deregulation but more accurately should be considered Re-regulation. For the first time in 40 years, truckers got into rate-cutting battles.

Financial data required by the Interstate Commerce Commission changed also. As a result, data reported here is changed somewhat as noted below.

All data was compiled and tabulated by CCJ's editors, marketing staff and Census Dept. based on data supplied by the sources listed in the footnotes.

NUMBER OF FOR-HIRE CARRIERS

For 1980, there was a continuing drop in the number of large carriers (Class 1 & 11). Overall, there are more carriers than a year ago but statistical comparisons are difficult because of changes in the ICC classifications by size (see footnote below).

Year	CLASS I (Over $5 Million*)	Class II $1-$5 Million	Class III (Under $1 Million*)	TOTAL
1980	947	2,164	*	17,000*
1979	992	2,754	13,337	17,083
1978	1,045	2,929	12,900	16,874
1977	1,052	3,101	12,453	16,606
1976	899	2,589	12,984	16,472
1975	885	2,670	12,450	16,005
1974	842	2,348	11,910	15,100

Starting in 1980, the minimum for Class I carriers was $5-million gross revenue. It had been $3-million since 1974. Class II was increased to $1-million from $500,000. Class III becomes "under $1-million." *—Class III carriers are no longer required to report financial data to the ICC so an exact count is no longer available. ICC estimates there are now a total of 17,000 for-hire interstate carriers in business. Table based on ICC data.

SELECTED FINANCIAL DATA FROM CLASS I & II COMMON CARRIERS

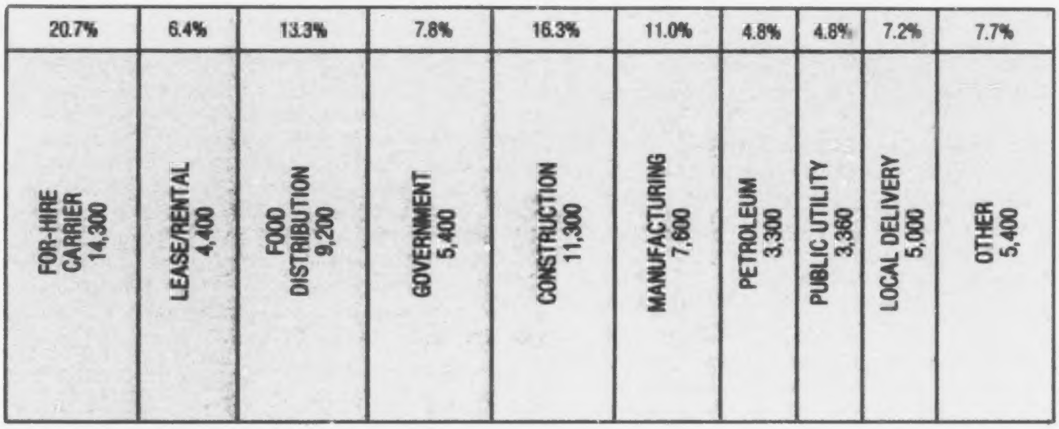
Because of changes in ICC financial reporting requirements, only data from Class I common carriers and selected Class II carriers required to file quarterly financial reports is now available. As table below shows, variable costs such as licenses and insurance dropped substantially while all other expenses rose dramatically. Increase in "other expenses" reflects the tax write-offs taken on operating authorities which no longer have value.

	All $ figures add 000	1979	1980
	Number of Carriers	877	883
	Gross Operating Revenue	26,248,840	27,658,184
EXPENSES	Salaries, Wages & Fringe Benefits	13,993,294	14,557,884
	Operating Supplies & Expenses	3,131,473	3,403,948
	General Supplies & Expenses	859,189	905,958
	Operating Taxes & Licenses	640,420	624,191
	Insurance	691,293	650,538
	Communications & Utilities	353,726	385,959
	Depreciation & Amortization	924,061	996,097
	Equipment Rental & Purchased Trptn	4,297,363	4,549,924
	Building & Office Equipment Rental	261,254	292,877
	Other & Miscellaneous Expenses	37,456	65,192
	Total Operating Expenses	25,189,543	26,432,630
	Net income before taxes	870,809	980,654
	Net Income After Taxes	552,677	75,381
	Operating Ratio (%)	96.0	95.6

Source: data prepared especially for CCJ by Trinc Transportation Consultants, a Div. of Dun & Bradstreet, from the 1980 edition of the Red Book of the Trucking Industry. Data is based on reports filed with the ICC by all Class I and II "Instruction 27" carriers required to file QFR reports. Contract carriers and Household goods movers are excluded.

AMONG ALL FLEETS, 80% SERVE PRIVATE INDUSTRY AND GOVERNMENT, 20% ARE FOR-HIRE CARRIERS.

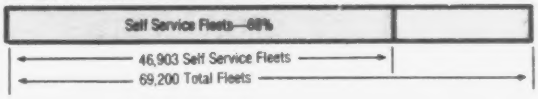
CCJ's Census of the Motor Fleet Market shows there are currently 69,200 fleets operating 10 or more vehicles. For-hire carriers continue to be the biggest group (20.7%) and operate the most vehicles—about 23% of all fleet vehicles. However, there are about three times as many big fleets (over 1000 vehicles) privately operated than for-hire. Changes in the make-up in the fleet market are slight from year to year as reflected in this ongoing census. There is less than 1% change annually in any single classification.



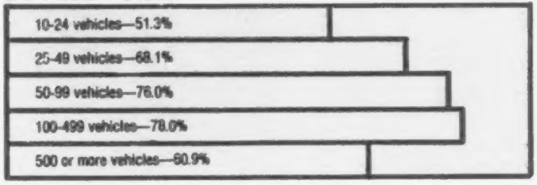
Source: CCJ Census of the Motor Fleet Market showing fleets of 10 or more vehicles. "For hire" includes common and contract carriers. Government includes Federal, state and local. Construction includes mining and other predominantly off-road operation. "Other" includes school and bus fleets.

SELF SERVICE FLEETS

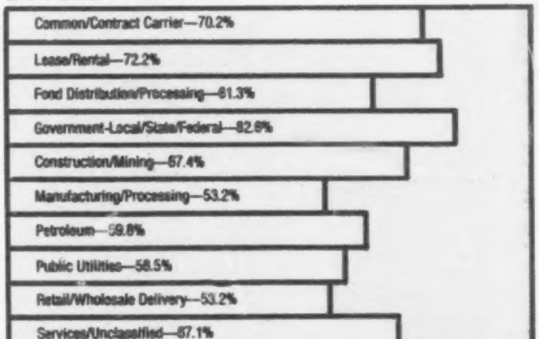
% OF TOTAL FLEETS



BY FLEET SIZE



BY FLEET VOCATION



The majority of the nation's fleets operate their own maintenance shop facilities. As shown at left, 46,903, or 68%, of the total 69,200 fleets in the U.S. are self-serviced. As fleet size increases, the number, size and degree of maintence work performed increases. The exception is in the over-500 vehicle category because of the higher number of administrative and headquarters locations. In many cases there are no vehicles physically domicled and no maintenance performed when general offices are in a downtown or office park location.

A look at fleet vocations puts school bus fleets in the top position with the highest percent (84.7%) operating their own maintenance facilities. Government fleets—mainly municipal, county and state—are a close second with 82.6%. Lease/rental is third with 72.2%.

There is a considerable variety and scope of maintenance functions performed by self-service fleets. According to the most recent CCJ study, a very high percentage (96%) perform routine preventive maintenance and service work such as checking oil, water and tire pressures; changing oil and filters; replacing V-belts and coolant hoses.

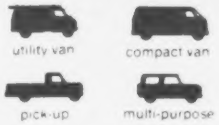
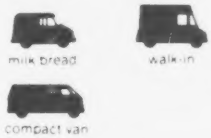
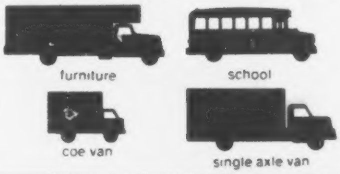
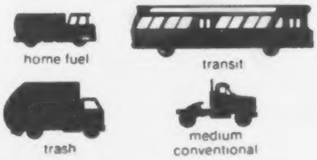
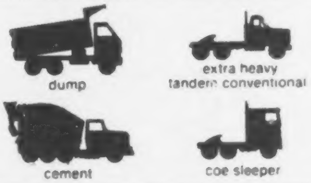
A high percent also do much more extensive maintenance such as: clutch replacement—86.9%; electrical system troubleshooting and repair—80.7%; engine, transmission and rear axle overhauls—71.6%. According to the CCJ Census, 250,000 mechanics are employed in fleet maintenance shops.

THE NATION'S TOTAL VEHICLE REGISTRATIONS (as of Jan. 1, 1981)

State	Passenger Cars	Trucks & Truck Tractors	Truck Trailers	Buses (incl. School)	Total
Alabama	2,509,401	768,293	50,161	8,726	3,336,581
Alaska	198,266	88,903	6,773	1,450	295,392
Arizona	1,293,685	499,262	52,997	3,385	1,849,329
Arkansas	1,017,401	512,465	32,233	6,131	1,568,230
California	13,061,470	3,732,831	405,871	23,894	17,224,066
Colorado	1,769,037	616,913	28,456	5,772	2,420,178
Connecticut	1,688,385	154,149	22,479	8,788	1,873,801
Delaware	317,970	72,116	10,007	1,608	401,701
District of Columbia	245,000	11,520	582	2,458	259,560
Florida	6,329,000	1,201,348	87,459	28,953	7,646,760
Georgia	3,038,000	786,554	65,071	6,825	3,896,450
Hawaii	516,000	50,013	904	3,187	570,104
Idaho	571,901	302,386	11,999	2,740	889,026
Illinois	6,887,631	1,201,703	345,726	23,662	8,458,722
Indiana	2,815,205	936,058	66,654	17,496	3,835,413
Iowa	1,757,402	604,914	17,663	8,312	2,388,291
Kansas	1,407,512	851,928	69,594	3,915	2,332,949
Kentucky	1,782,326	780,515	41,218	8,338	2,612,397
Louisiana	1,966,000	759,501	138,766	19,500	2,883,767
Maine	501,000	181,256	306,286	2,594	991,136
Maryland	2,373,000	442,091	22,385	9,846	2,847,322
Massachusetts	3,325,030	434,966	56,161	12,345	3,828,502
Michigan	5,225,613	1,210,042	114,337	17,720	6,567,712
Minnesota	2,376,807	967,616	108,792	18,143	3,471,358
Mississippi	1,511,809	342,901	22,178	7,543	1,884,431
Missouri	2,425,942	830,426	84,521	9,849	3,350,738
Montana	588,000	335,469	7,252	2,187	932,908
Nebraska	855,999	366,484	30,031	3,469	1,255,983
Nevada	462,284	143,827	4,275	1,360	611,746
New Hampshire	560,764	99,409	9,224	1,416	670,813
New Jersey	4,172,609	411,027	47,721	13,093	4,644,450
New Mexico	680,000	356,929	25,865	3,559	1,066,353
New York	7,162,000	936,446	60,453	35,075	8,193,974
North Carolina	3,395,669	1,027,143	88,966	28,306	4,540,084
North Dakota	379,323	256,346	9,136	1,865	646,670
Ohio	5,705,801	1,196,241	124,823	26,848	7,053,713
Oklahoma	1,543,891	852,501	63,176	10,245	2,469,813
Oregon	1,953,037	520,545	56,594	8,437	2,538,613
Pennsylvania	5,811,000	1,032,789	156,739	27,273	7,027,801
Rhode Island	590,150	71,875	18,053	1,719	681,797
South Carolina	1,505,915	437,367	21,749	11,227	1,976,258
South Dakota	372,195	224,530	15,103	2,862	614,690
Tennessee	2,886,025	636,245	36,335	9,662	3,568,267
Texas	7,389,000	2,702,493	201,085	33,257	10,325,835
Utah	658,115	310,264	9,665	1,157	979,201
Vermont	253,564	70,999	3,806	1,296	329,665
Virginia	3,137,026	490,938	53,109	12,379	3,693,452
Washington	2,310,000	874,508	94,382	11,497	3,290,387
West Virginia	1,098,921	356,549	14,972	6,805	1,477,247
Wisconsin	2,429,765	622,275	51,970	11,392	3,115,402
Wyoming	259,510	181,660	26,285	2,497	469,952
Total Registered	123,071,356	32,855,529	3,400,042	532,063	159,858,990
Government Vehicles	832,736	1,370,881	141,809	3,918	2,349,344
Total Vehicles	123,904,092	34,226,410	3,541,851	535,981	162,208,334

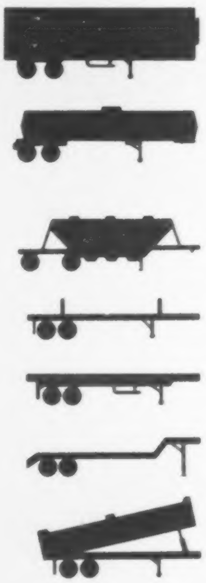
Sources: Passenger cars, trucks and truck tractors, truck trailers and buses: Federal Highway Administration and CCJ Marketing Dept. (Note: Both FHA and CCJ caution that these data come from best available estimates and that because of variations in state classification procedures, no exact count is possible. Government vehicles: includes federal, state, county and municipal vehicles. Military vehicles are not included. Buses: are estimates by FHA and CCJ of buses in operation rather than registrations. They include private and commercial (including school buses) and state, county and municipal buses including transit authorities. Government vehicles in the bus category are operated by civilian federal agencies. NOTE: Trailer registrations are estimates based on the domicile state when pro-rated registrations are used. State of Maine is unusually high because of that state's policy of accepting out of state trailer registrations.

FACTORY SALES OF TRUCKS BY GVW (1966 through 1980)

			No. of Units	% of Total
	**CLASS 1**	**6,000 lbs. & Less**	**16,428,333**	**50.2**
	CLASS 2	**6,001-10,000 lbs.**	**11,609,065**	**35.5**
	**CLASS 3**	**10,001-14,000 lbs.**	**254,414**	**.8**
	CLASS 4	**14,001-16,000 lbs.**	**103,056**	**.3**
	CLASS 5	**16,001-19,500 lbs.**	**444,107**	**1.3**
	**CLASS 6**	**19,501-26,000 lbs.**	**1,687,793**	**5.2**
	**CLASS 7**	**26,001-33,000 lbs.**	**485,279**	**1.5**
 dump extra heavy tandem conventional cement coe sleeper	**CLASS 8**	**33,001 lbs & Over**	**1,689,304**	**5.2**
		TOTAL	**32,701,351**	**100.0%**

Source: Motor Vehicle Mfrs. Assn. and CCJ Marketing Dept.

BREAKDOWN OF NEW TRAILER SHIPMENTS (1966 through 1980)



	Number	% of Total
VANS		
Dry Freight/Closed Top	961,569	47.0
Dry Freight/Open Top	67,355	3.3
Insulated/Semi-Insulated	218,836	10.7
Drop Frame	63,442	3.1
Livestock	22,293	1.1
Total Vans	1,333,495	65.2
SPECIAL TYPES		
Tanks/Liquid	96,268	4.7
Dry Bulk	26,997	1.3
Pole and Logging	23,593	1.1
Platform	334,080	16.3
Low-Bed	67,643	3.3
Dump	87,511	4.3
All others	76,877	3.8
Total Special Types	712,969	34.8
TOTAL COMPLETE TRAILERS	2,046,464	100.0
Detachable Trailers[1]	192,334	
Detachable Chassis[2]	202,026	
Dollies and Converter Gear[3]	51,685	

1. Mostly container units. 2. Mostly for use with containers. 3. Separate axle and fifth wheel assembly for converting semi- trailer into full trailer in twin-trailer "doubles" operations.

Source: Industry Div., Bureau of the Census, Dept. of Commerce. Compiled by CCJ Marketing Dept.

FACTORY SALES OF SPECIAL TYPE VEHICLES

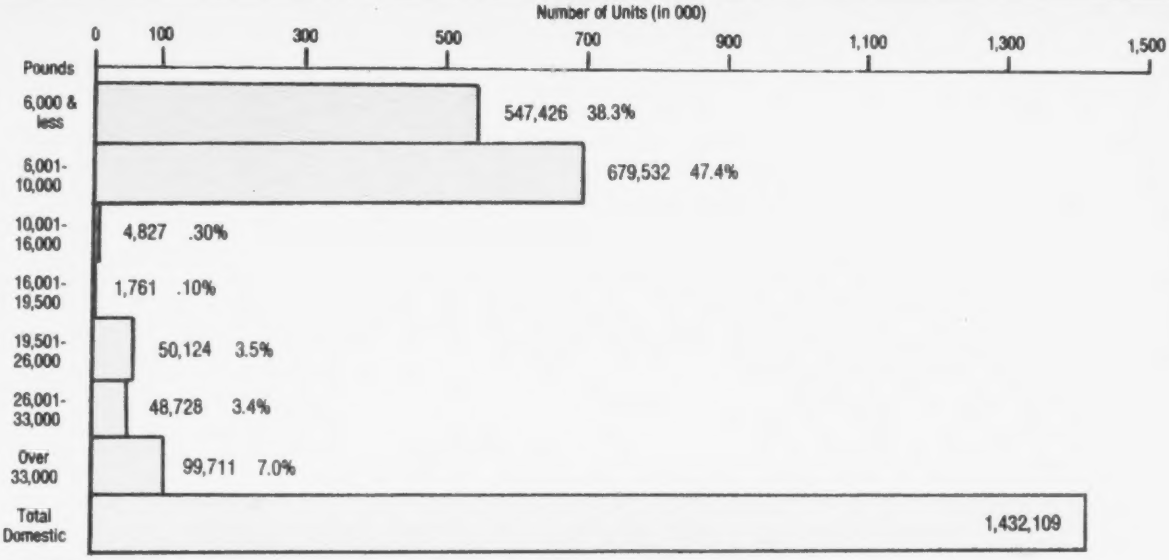
Type of Vehicle	1980	1979	1978	1977	1976	1975	1974
Station Wagons[1]	425,113	662,154	901,539	969,468	904,666	593,131	700,291
Trucks with Cab-over-Engine	43,587	72,504	70,260	71,062	48,699	33,150	73,188
Trucks with Diesel Engines	214,562	227,834	219,915	165,559	107,216	72,605	144,702
Trucks with 6 wheels, 3 axles	86,572	142,646	134,296	124,427	80,531	56,772	125,658
Buses, including School Bus Chassis	34,385	32,498	31,378	28,658	30,230	35,729	35,840
Multi-stop Delivery Trucks	23,148	45,395	73,447	52,573	49,473	33,019	38,800

Includes those built in both car and truck   SOURCE: (all Tables above) Motor Vehicle Manufacturers Assn.

1980 sales show a substantial drop in all classifications except buses—a market largely untouched by the 1980 recession. The tandem axle straight truck market dropped nearly 40% as did the cab-over-engine category. Diesel-powered straight trucks held strong as more and more buyers switched to diesel power in the Class 6 and 7 straight truck market.

The 15-year analysis of truck factory sales (left) shows clearly that light-duty Class 1 and 2 vehicles, typified by pick-ups and vans, make up nearly 86% of the total vehicle market. However, CCJ's Marketing Dept. calculates that at least 16 million of these are used as personal transportation as a "second car" or as RVs (recreational vehicles). Another 4 million are farm vehicles. The balance is true commercial vehicles used by plumbers, carpenters and other vocational trades and in delivery services. CCJ estimates that approximately 1.38 million are in fleet service.

In the heavy-duty fleet market, Classes 6 and 8 dominate. The CCJ Census of the Motor Fleet Market shows that 80% of all vehicles in Classes 7 and 8 are fleet vehicles. Class 8 includes all three-axle straight trucks and tractors and some large two-axle trucks. Class 7 is mostly two-axle trucks and most of the medium-duty two-axle tractors.



DOMESTIC TRUCK FACTORY SALES BY GVW

Chart above and table below show trends in size groups over a period of years.

Year	6,000- & Less	6,001- 10,000 lb	10,001- 16,000 lb	16,001- 19,500 lb	19,501- 26,000 lb	26,001- 33,000 lb	Over 33,000 lb	Total Domestic
1980	547,426	679,532	4,827	1,761	50,124	48,728	99,711	1,432,109
1979	961,345	1,413,229	19,727	3,140	109,521	40,235	164,095	2,711,292
1978	1,246,650	1,779,565	39,432	3,736	122,437	36,871	155,579	3,384,270
1977	1,253,409	1,580,533	21,236	4,831	122,423	26,699	140,045	3,149,176
1976	1,181,673	1,267,324	22,009	7,982	135,202	19,947	99,533	2,733,670
1975	897,292	853,310	14,831	5,718	139,769	21,555	70,283	2,002,758

DIESEL ENGINES USED IN TRUCKS

(Factory sales from U.S. plants including exports)

		Cat	Cummins	Detroit Diesel	IHC	Mack	All Other	Total
Chevrolet	1980	1,203	236	3,563	—	—	33,628	38,630
	1979	1,606	926	6,414	—	—	24,734	33,680
Chrysler	1980	—	168	—	—	—	1,056	1,224
	1979	—	912	—	—	—	96	1,008
Ford	1980	18,126	7,464	10,996	—	—	—	36,586
	1979	19,761	11,539	8,321	—	—	—	39,621
Freightliner	1980	1,379	6,372	2,114	—	—	—	9,865
	1979	1,334	9,624	3,743	—	—	—	14,701
GMC	1980	3,966	6,192	13,738	—	—	18,901	42,797
	1979	2,506	6,596	19,534	—	—	7,997	36,633
IHC	1980	2,402	16,744	4,554	14,535	—	4,973	43,208
	1979	2,637	27,584	9,794	17,593	—	950	58,558
Jeep Corp.	1980	—	—	—	—	—	2,402	2,402
	1979	—	—	—	—	—	—	—
Kenworth	1980	1,967	6,441	2,261	—	—	—	10,669
	1979	2,854	8,247	4,124	—	—	—	15,225
Mack	1980	390	1,871	464	—	21,542	351	24,618
	1979	333	2,767	541	—	30,661	572	34,874
Mercedes-Benz	1980	—	—	—	—	—	646	646
	1979	—	—	—	—	—	—	—
Peterbilt	1980	1,441	4,259	1,287	—	—	—	6,987
	1979	2,464	4,967	2,372	—	—	—	9,803
Volkswagen	1980	—	—	—	—	—	17,570	17,570
	1979	—	—	—	—	—	—	—
White	1980	566	4,669	1,618	—	—	—	6,853
	1979	863	7,628	3,499	—	—	—	11,990
Others	1980	487	748	856	—	—	—	2,091
	1979	584	634	930	—	—	288	2,436
Total	1980	31,927	55,164	41,451	14,535	21,542	79,527	244,146
	1979	34,942	81,424	59,272	17,593	30,661	34,637	258,529

Source: Motor Vehicle Mfrs. Assn. Reporting firms do not represent entire industry.
"All other" includes Isusu, Mitsubishi, Nissan, Olds, Perkins and Scandia Vabis.

Domestic truck factory sales in 1980 were off 1.3-million units from 1979 and were the worst in nearly 15 years. All weight classifications suffered (above). By contrast, diesel sales suffered less although the heavy-duty segment represented by Cummins, Detroit Diesel and Mack were down dramatically. As table at left shows, diesel growth in light trucks as represented by Chevrolet, GMC and Volkswagen gives a misleading statistical impression of the overall industry which was down as much as 33% in some cases. Graph at top shows truck and bus sales by gross vehicle weight classifications.

DOMESTIC DIESEL TRUCK SALES

Year	6,000 & Less	6,001-10,000 lb	10,001-16,000 lb	16,001-19,500 lb	19,501-26,000 lb	26,001-33,000 lb	Over 33,000 lb	Total Domestic
1980	68,868	4,397	......	......	12,337	30,958	98,002	214,562
1979	31,894	653	......	......	14,404	23,121	157,762	227,834
1978	34,751	840	......	......	12,229	22,597	149,498	219,915
1977	2,386	975	......	......	11,142	15,695	135,361	165,559
1976	Negligible	1,498	......	......	5,045	9,053	91,620	107,216
1975	"		Negligible	159	3,517	8,992	59,936	72,605

Sale of diesel-powered pick-ups took off in 1980 as reflected in the two under-10,000-lb GVW categories. However, sales in the heavy-duty Class 8 (over 33,000-lb GVW) dropped under 100,000 for the first time since 1976. Class 7 (26,001 to 33,000 lb) jumped up nearly 8000 units reflecting the growing popularity of so-called midrange diesels. The figures are somewhat inflated, however, as all U.S. manufacturers have reclassified their former Class 6 models (19,501- to 26,000-lb GVW) to Class 7 with diesel power. The heavier engine and powertrain of the diesel moves the vehicle into the higher weight class. Table below reflects a two-year history of truck factory sales by GVW and total sales vs diesel sales.

TRUCK FACTORY SALES AND TRUCKS WITH DIESELS

GVW Grouping	Truck—Sales and with Diesel Engines	Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	AM General	Kenworth	Mack	Mercedes Benz	Peterbilt	Volkswagen of America	White	Others	Total Trucks
Under 6000 lbs	Sales—1980	264,777	57,312	12,171	134,217	—	—	30,225	129	—	—	—	—	26,595	—	—	547,426
	w/Diesel—1980	32,672	18,671	—	—	—	—	—	—	—	—	—	—	17,525	—	—	68,868
	Sales—1979	521,890	132,327	244,157	169,660	—	—	30,475	10,092	—	—	—	—	1,709	—	—	961,345
	w/Diesel—1979	24,084	7,810	—	—	—	—	—	—	—	—	—	—	—	—	—	31,894
6,001 to 10,000 lbs	Sales—1980	168,724	42,482	93,535	345,314	—	8,263	20,500	702	—	—	—	—	—	—	12	679,532
	w/Diesel—1980	—	—	—	—	—	4,397	—	—	—	—	—	—	—	—	—	4,397
	Sales—1979	399,173	113,814	154,608	653,948	—	22,994	68,300	389	—	—	—	—	—	—	3	1,413,229
	w/Diesel—1979	—	—	—	—	—	653	—	—	—	—	—	—	—	—	—	653
10,001 to 14,000 lbs	Sales—1980	—	—	4,801	—	—	—	—	—	—	—	—	—	—	—	2	4,803
	w/Diesel—1980	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	Sales—1979	—	20	16,394	952	—	—	—	—	—	—	—	—	—	—	—	17,336
	w/Diesel—1979	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
14,001 to 16,000 lbs	Sales—1980	—	—	7	—	—	—	—	—	—	—	—	—	—	—	17	24
	w/Diesel—1980	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	Sales—1979	—	—	2,358	—	—	—	—	—	—	—	—	—	—	—	3	2,361
	w/Diesel—1979	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
16,001 to 19,500 lbs	Sales—1980	837	894	—	—	—	—	—	—	—	—	—	—	—	—	30	1,761
	w/Diesel	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	Sales—1979	2,098	1,025	—	—	—	8	—	—	—	—	—	—	—	—	9	3,140
	w/Diesel—1979	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
19,501 to 26,000 lbs	Sales—1980	14,825	17,957	—	9,659	—	7,072	—	—	—	—	—	—	—	—	20	50,124
	w/Diesel—1980	2,763	5,017	—	1,223	—	2,723	—	—	—	—	591	—	—	—	20	12,337
	Sales—1979	33,667	23,377	—	41,971	—	10,497	—	—	—	—	—	—	—	—	—	109,521
	w/Diesel—1979	2,923	3,553	—	6,469	—	1,459	—	—	—	—	—	—	—	—	—	14,404
26,001 to 33,000 lbs	Sales—1980	352	1,937	—	32,285	—	14,094	—	—	—	—	—	—	—	—	5	48,728
	w/Diesel—1980	347	1,892	—	17,642	—	11,017	—	—	—	—	55	—	—	—	5	30,958
	Sales—1979	1,149	1,977	—	14,045	—	23,060	—	—	—	—	—	—	—	—	4	40,235
	w/Diesel—1979	1,143	1,905	—	5,327	—	14,742	—	—	—	—	—	—	—	—	4	23,121
33,001 lbs and over	Sales—1980	1,513	14,993	—	11,282	9,649	18,801	—	—	9,143	19,835	—	6,437	—	6,310	1,748	99,711
	w/Diesel—1980	914	14,497	—	10,691	9,649	18,778	—	—	9,143	19,835	—	6,437	—	6,310	1,748	98,002
	Sales—1979	5,489	20,965	—	21,613	14,701	35,594	—	—	14,145	29,486	—	8,932	—	11,330	1,840	164,095
	w/Diesel—1979	2,646	19,693	—	20,091	14,701	34,898	—	—	14,145	29,486	—	8,932	—	11,330	1,840	157,762
Total	Sales—1980	471,028	135,575	110,514	532,757	9,649	48,230	50,725	831	9,143	19,835	646	6,437	26,595	6,310	1,834	1,432,109
Total	w/Diesel—1980	36,696	40,077	—	29,556	9,649	36,915	—	—	9,143	19,835	646	6,437	17,525	6,310	1,773	214,562
Total	Sales—1979	963,466	280,306	236,689	947,255	14,701	92,153	98,771	10,481	14,145	29,486	—	8,932	1,709	11,330	1,868	2,711,292
Total	w/Diesel—1979	30,796	32,961	—	31,887	14,701	51,752	—	—	14,145	29,486	—	8,932	—	11,330	1,844	227,834

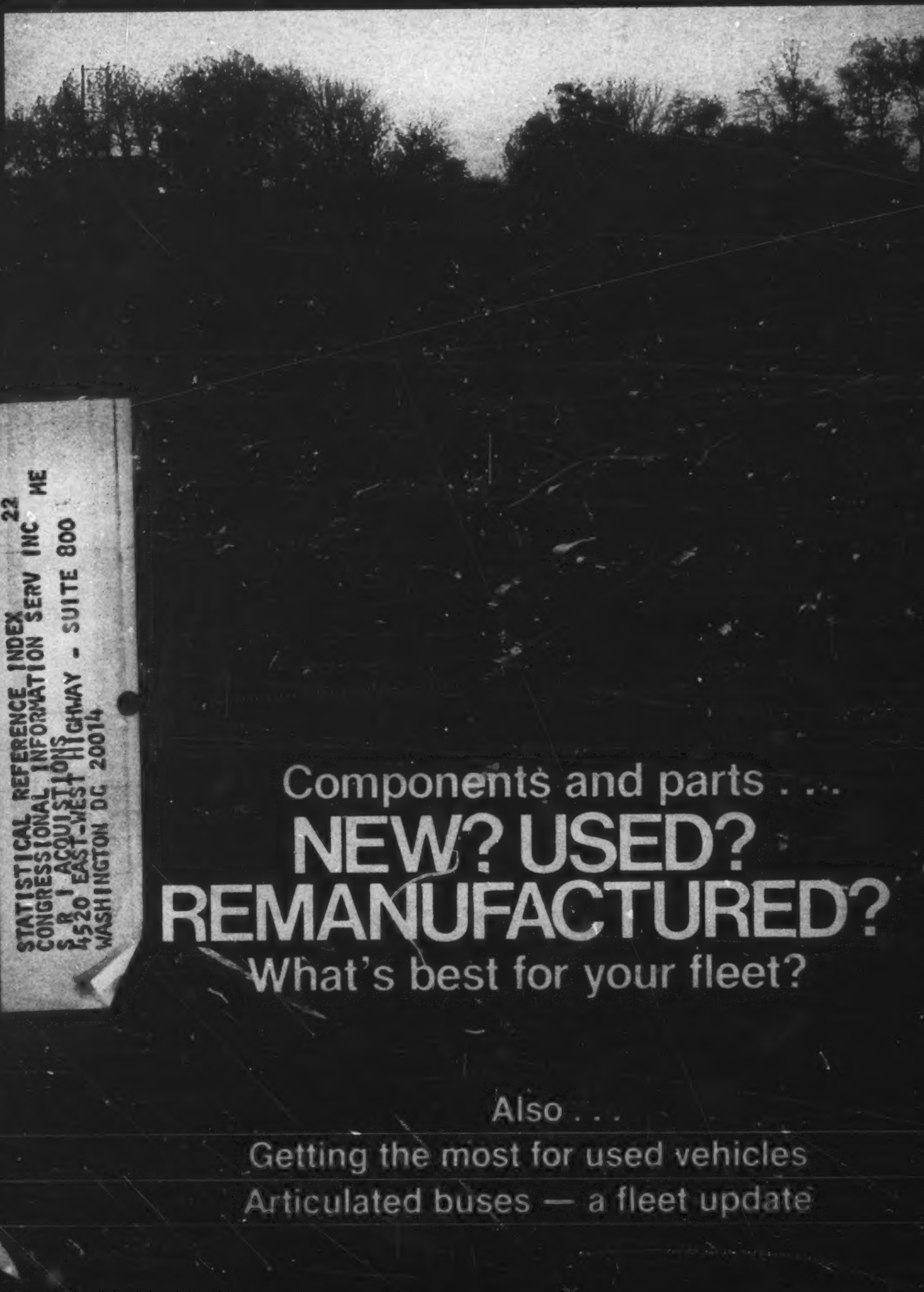
SOURCE: Motor Vehicle Mfrs. Assn. Reporting firms do not represent entire industry and data is factory sales from U.S. plants only. Mack figures include Brockway; White includes Autocar and Western Star. Others include Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Flxible and trucks shipped by freightliner to Consolidated Freightways.

BEST AVAILABLE COPY

Chilton's CCJ

conv

7/27/81 C 2150-4



STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

Components and parts . . .

NEW? USED? REMANUFACTURED?

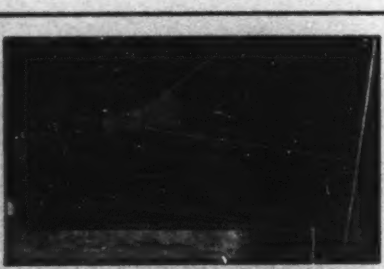
What's best for your fleet?

Also . . .

Getting the most for used vehicles

Articulated buses — a fleet update

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 7 JULY 1981



88 NEW? USED? REMANUFACTURED?

This month CCJ begins Part 1 of a series on whether fleets should use new, used, or remanufactured components. This month's opening feature relates only to engines. Future issues will deal with other drive-train components and truck parts. The question is a tough one especially in light of today's economy. A fleet can go in different directions and as CCJ editors discovered there are benefits and disadvantages to all three: New? Used? Remanufactured? Which Way To Go?

94 ROY WILLIAMS AND THE TEAMSTERS

The daily newspapers and television cameras covered last month's Teamsters convention in Las Vegas right down to the last speaker and last "hurrah." But what happens now that indicted Teamster Roy Williams of Kansas City is president? Nobody can answer that question, but in this exclusive CCJ feature you can get a good idea of what is likely to happen on the labor front. And once again CCJ was the industry's only trade magazine to cover the convention from gavel-to-gavel.

100 GETTING THE MOST FOR USED TRUCKS

According to experts in the field, getting the most out of a fleet truck at resale time begins when the truck is ordered. The right model with the right engine and right components, together with the right maintenance, can make the difference in "big" bucks at trade-in. A look at how to cash in on those big bucks.

104 ARTICS

Articulated buses, all made overseas, are becoming increasingly popular with public transit authorities. They are especially popular on the West Coast which is where CCJ went this month to get an up-to-date report on what transit folks like and dislike about those foreign articulated buses.

114 FEUDIN' AND A FUSSIN' AT 701

A power struggle for control of a multi-million dollar pension and welfare fund is going on in the middle of New Jersey. CCJ takes the wraps off the infighting at Teamster Local 701 and its embattled president, Bob Coar.

The Maintenance Shop Section Follows Page 120

EDITORIAL STAFF

Editor-in-Chief
JAMES D. WINSOR

Executive Editor
EDWARD K. SHEA

Managing Editor
CARL R. GLINES

Senior Feature Editor:
RICHARD S. CROSS

Feature Editor
JAMES M. GALLIGAN

Equipment & Maintenance Editor
BILL TRACY

Technical Editor:
JERRY STANDLEY

Products Editor
ROBERT T. WARNER

Copy Editor & Production Supervisor
CAROLE A. SMITH

Production Editor
PRUE MARTIN

Art Director
EDWIN DAHL

Staff Artist:
JACK TAYLOR

Directories & Special Projects
DOROTHY M. DI NUNZIO

Washington Editor:
LEO F. ABRUZZESE

Statistical Editor
PAUL A. REDDY

Field Editors
ROBERT DYMENT
BERT GOLDRATH

Western News Editor
KENNETH R. MAC DONALD

New England Editor
EDWARD VIVIER

Labor Columnist
VICTOR RIESEL

Technical Consultant
BRANT V. CLARK

Editor Emeritus
CHARLES B. RAWSON

Publisher
JOSEPH P. JENNINGS

Photo service by United Press International and World-Wide Photos.

Member Voluntary Truck and Bus Fuel Economy Program.

©CHILTON COMPANY 1981

BPA

Member American Business Press

NEWS AND VIEWS

7 **EDITORIAL**—'rebuilt' vs 'remanufactured'
11 **READERS' FORUM**—your page for comments
16 **UP FRONT**—Nevada lawyer to be ICC chairman amid allegations he was political payoff for Teamster support of Reagan; charges denied
20 **WASHINGTON WATCH**—oversight provides no relief regulatory reform
28 **WASHINGTON WATCH**—new revised insurance regulations are now in effect
32 **WASHINGTON WATCH**—T-T costs reach 5-year high, Hertz says
42 **INDUSTRY TOPICS**—interstate busing, like trucking, on verge of deregulation
46 **INDUSTRY TOPICS**—Vermont reciprocity ends as state acts for more road funds
50 **INDUSTRY TOPICS**—Caterpillar Tractor kicks off $160,000 economy contest
54 **INDUSTRY TOPICS**—QBA members rev'd up over fuel conservation, repowering
58 **INDUSTRY TOPICS**—Eaton dedicates new headquarters

DEPARTMENTS

62 **LAUGH IT OFF**—Kaputi capers
64 **FACTS AND FIGURES**—industry statistics
66 **COMING EVENTS**—your trucking calendar
69 **PEOPLE**—new faces in new places
72 **TECHNICALLY SPEAKING**—oil: still the cheapest insurance
74 **SAFETY**—Industry safety meetings: what's remembered?
76 **INSIDE LABOR**—making good on $2.8 billion
78 **WASHINGTON REPORT**—truck excise tax
80 **NATIONAL COMMENTARY**—getting around to burying Hoffa
82 **MAINTENANCE**—still more daydreams
158 **CLOSE UP**—final report of test clutch shows longer life
160 **CLASSIFIED ADVERTISING**—products and services for fleets
162 **ADVERTISERS' INDEX**—a guide to this month's ads
163 **BUSINESS REPLY CARDS**—an easy way to get more information on this month's products and services; Readers' Forum Card

WHAT'S NEW

124 **INDEX**—manufacturers of new products for fleet operation
126 **PARTS**—Eaton's new tandems for high-torque engines
128 **ACCESSORIES**—viscous fan clutch will serve high horsepower engines
136 **MANAGEMENT TOOLS**—calendar board covers three months' planning
140 **SHOP TOOLS**—premium-quality air tool line meets fleet needs
142 **TRUCKS**—van body and delivery van use aluminum for light weight
144 **VEHICLES**—40-ton wrecker is designed for high recovery capability
146 **BUSES**—forward-control bus chassis permits greater passenger load
148 **TRAILERS**—Hyster shows gooseneck with hydraulic detachable feature
150 **ACCESSORIES**—Thermo King upgrades its diesel unit for trailers
152 **PUBLICATIONS**—manufacturers' literature helps fleet planning

An ABC publication

Chilton
BUSINESS MAGAZINES/MARKETING SERVICES/BOOKS

COMMERCIAL CAR JOURNAL (ISSN 0193-628X), one of the publications owned by CHILTON COMPANY, is published monthly at Chilton Way, Radnor, Pa. 19089. Chilton Company is a division of American Broadcasting Companies, Inc., New York, N.Y. Subecription price: United States and its possessions $28.00 a year; single copies are $3.00 a copy with the exception of special issues (April, June, October) which are $8.00 each. Canada and all other countries are $55.00 a year, payable in advance. 2nd class postage paid at Philadelphia, Pa. 19104 and additional mailing offices. Title registered in U.S. Patent Office. Postmaster: Send form 3579 to Commercial Car Journal, Box 2045, Radnor, Pa. 19089.

For business staff and addresses, see Advertisers' Index.

EXECUTIVE AND EDITORIAL OFFICES:
Chilton Way, Radnor Pa 19089 215-687-8200
REGIONAL EDITORIAL OFFICES:
Washington, D.C. 20045, 1093 National Press Bldg., 202-393-3474
Detroit, Mich. 48202, 2600 Fisher Bldg., 3011 W. Grand Blvd., 313-875-2090
WESTERN NEWS OFFICE:
San Francisco, Cal. 94109, 24 White St., 415-474-8532
NEW ENGLAND OFFICE:
Ludlow, Mass. 01056, 27 Brunelle St., 413-583-4778

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	IHC	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Mar.-81	26,890	4,864	607	15,280	—	—	3,315	—	—	—	—	4,300	—	—	55,256
	3 Mos.-81	80,330	18,800	927	30,548	—	—	8,283	—	—	—	—	11,015	—	—	149,893
6,001-10,000 lbs.	Mar.-81	17,894	4,634	6,001	38,632	—	102	1,882	—	—	—	—	—	—	1	69,146
	3 Mos.-81	57,586	15,225	12,310	90,961	—	322	5,591	—	—	—	—	—	—	1	181,996
10,001-14,000 lbs.	Mar.-81	—	—	39	—	—	—	—	—	—	—	—	—	—	—	39
	3 Mos.-81	—	—	102	—	—	—	—	—	—	—	—	—	—	—	102
14,001-16,000 lbs.	Mar.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	8	8
	3 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	8	8
16,001-19,500 lbs.	Mar.-81	99	64	—	—	—	—	—	—	—	—	—	—	—	5	168
	3 Mos.-81	222	133	—	—	—	—	—	—	—	—	—	—	—	5	360
19,501-26,000 lbs.	Mar.-81	2,158	1,640	—	927	—	822	—	—	—	136	—	—	—	—	5,683
	3 Mos.-81	4,904	4,355	—	2,212	—	2,269	—	—	—	268	—	—	—	—	14,008
26,001-33,000 lbs.	Mar.-81	—	77	—	2,083	—	1,694	—	—	—	60	—	—	—	—	3,914
	3 Mos.-81	—	260	—	5,882	—	4,800	—	—	—	100	—	—	—	—	11,042
33,001 lbs. and over	Mar.-81	128	987	—	655	855	2,278	—	1,159	1,545	—	637	—	499	197	8,940
	3 Mos.-81	321	3,014	—	1,084	2,493	6,266	—	3,015	4,150	—	1,834	—	1,335	493	24,005
Total	Mar.-81	47,169	12,266	6,647	57,577	855	4,896	5,197	1,159	1,545	196	637	4,300	499	211	143,154
	3 Mos.-81	143,365	41,787	13,339	131,287	2,493	13,657	13,874	3,015	4,150	368	1,834	11,015	1,335	507	382,016
	3 Mos.-80	170,611	34,629	35,434	160,942	3,637	4,335	15,229	3,544	6,402	—	2,719	7,257	1,854	416	447,009
Trucks with Diesel Engines*	3 Mos.-81	3,717	7,059	—	5,108	2,493	11,336	—	3,015	4,150	368	1,834	8,539	1,335	493	49,447
	3 Mos.-80	6,671	6,003	—	9,282	3,637	2,485	—	3,544	6,402	—	2,719	3,218	1,854	390	50,403

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES
(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Mar.-81	390	—	449	—	74	913
	3 Mos.-81	2,207	—	1,300	—	210	3,717
Ford	Mar.-81	—	—	130	1,218	632	1,980
	3 Mos.-81	—	—	322	3,177	1,609	5,108
Freightliner	Mar.-81	—	—	—	—	855	855
	3 Mos.-81	—	—	—	—	2,493	2,493
GMC	Mar.-81	80	—	661	74	965	1,780
	3 Mos.-81	1,972	—	1,904	257	2,926	7,059
International	Mar.-81	—	28	390	1,456	2,276	4,150
	3 Mos.-81	—	107	881	4,087	6,261	11,336
Kenworth	Mar.-81	—	—	—	—	1,159	1,159
	3 Mos.-81	—	—	—	—	3,015	3,015
Mack	Mar.-81	—	—	—	—	1,545	1,545
	3 Mos.-81	—	—	—	—	4,150	4,150
Peterbilt	Mar.-81	—	—	—	—	637	637
	3 Mos.-81	—	—	—	—	1,834	1,834
Volkswagen	Mar.-81	3,532	—	—	—	—	3,532
	3 Mos.-81	8,539	—	—	—	—	8,539
White	Mar.-81	—	—	—	—	499	499
	3 Mos.-81	—	—	—	—	1,335	1,335
Others	Mar.-81	—	—	136*	60*	197	393
	3 Mos.-81	—	—	268*	100*	493	861
Total	Mar.-81	4,002	28	1,766	2,808	8,839	17,443
	3 Mos.-81	12,718	107	4,675	7,621	24,326	49,447
	Mar.-80	4,845	6	656	3,301	10,013	18,821
	3 Mos.-80	14,153	36	1,003	8,536	26,675	50,403

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry. *Mercedes-Benz.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	March 1981	3 Months—1981 Units	3 Months—1981 Value²
Vans	5,203	15,835	213,064
Tanks	646	1,739	50,654
Bulk commodity and dry material	116	394	10,073
Pole and logging	198	376	4,135
Platform	1,935	4,615	40,235
Low-bed heavy haulers (over 10 tons)	623	1,895	24,339
Dump trailers and dump chassis	549	1,554	22,105
Auto transports All other tractors and chassis	185	544	5,492
Total—Complete trailers and chassis	9,455	26,952	370,097
Detachable trailers¹	547	1,996	18,413
Detachable trailers chassis¹	2,662	5,068	24,496
Dollies or converter gear	397	1,423	6,261

Source: Industry Division, Bureau of the Census.

¹Sold separately.

²Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales Apr. 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	85,582	315,828	289,786
6,001-10,000 lbs.	79,236	291,200	213,653
10,001-14,000 lbs.	62	206	68
Medium Duty			
14,001-16,000 lbs.	8	8	—
16,001-19,500 lbs.	176	555	551
19,501-26,000 lbs.	8,657	27,813	21,595
Heavy Duty			
26,001-33,000 lbs.	5,782	19,978	13,785
33,001 lbs. and over	10,731	34,614	27,567
Totals—1981	190,234	690,202	567,005
Totals—1980	182,107	816,534	764,324

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS
(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	IHC	Mack	All Others	Total
Chevrolet	Mar.-81	220	4	331	—	—	460	1,015
	3 Mos.-81	503	90	1,039	—	—	2,452	4,084
Ford	Mar.-81	1,032	390	1,021	—	—	—	2,443
	3 Mos.-81	2,597	940	2,477	—	—	—	6,014
Freightliner	Mar.-81	137	651	75	—	—	—	863
	3 Mos.-81	375	1,781	389	—	—	—	2,545
GMC	Mar.-81	367	358	1,156	—	—	80	1,961
	3 Mos.-81	1,157	1,251	3,149	—	—	1,985	7,542
International	Mar.-81	328	2,131	490	1,910	—	28	4,887
	3 Mos.-81	983	5,344	1,467	5,200	—	155	13,149
Jeep Corp.	Mar.-81	—	—	—	—	—	124	124
	3 Mos.-81	—	—	—	—	—	*1,315	*1,315
Kenworth	Mar.-81	291	771	196	—	—	—	1,258
	3 Mos.-81	685	2,147	436	—	—	—	3,268
Mack	Mar.-81	55	91	22	—	1,805	22	1,995
	3 Mos.-81	183	241	88	—	4,577	64	5,153
Peterbilt	Mar.-81	231	447	35	—	—	—	713
	3 Mos.-81	643	1,126	215	—	—	—	1,984
Volkswagen	Mar.-81	—	—	—	—	—	3,691	3,691
	3 Mos.-81	—	—	—	—	—	8,832	8,832
White	Mar.-81	88	351	146	—	—	—	585
	3 Mos.-81	190	887	411	—	—	—	1,488
Others*	Mar.-81	20	67	113	—	—	196	396
	3 Mos.-81	102	167	243	—	—	368	880
Totals	Mar.-81	2,769	5,261	3,585	1,910	1,805	4,601	19,931
	3 Mos.-81	7,418	13,974	9,914	5,200	4,577	15,171	56,254
	Mar.-80	4,064	4,798	3,881	292	2,608	5,707	21,381
	3 Mos.-80	6,655	14,754	9,843	849	6,747	16,147	54,995

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry. "All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scania Vabis. *Isuzu.

What's Ahead With Roy Williams

An analysis of the impact of Roy Williams, as the new president of the Teamsters, on the trucking industry and an eyewitness account of the union's 22nd convention recently held in Las Vegas.

By **CARL GLINES**, *Managing Editor*

(Editor's note: The views of Managing Editor Carl Glines in his account of the union's convention and the impact of Roy Williams as president are his own and do not necessarily reflect the views of COMMERCIAL CAR JOURNAL.)

■ THE ELECTION of 66-year-old Roy L. Williams to his first full five-year term as president of the International Brotherhood of Teamsters will have a profound impact on America's trucking industry.

For example, Williams' election is certain to call nationwide attention, again, just as when Jimmy Hoffa was living, to not only the union but to the entire trucking industry in general.

Continued

TDU members demonstrate at opening of convention as IBT delegates (top) look on.

BEST COPY AVAILABLE

So long as Williams remains unconvicted of any crime and free from prison, he will be the target of not only federal prosecutors, but of headline seeking Senate investigators as well. There is little doubt in the minds of certain senators that Williams' alleged connection to syndicate boss Nick Civella of Kansas City represents a terrible threat to the sanctity of the labor movement, even if the rank-and-file within the Teamsters either doesn't believe it or is unwilling to do anything about it.

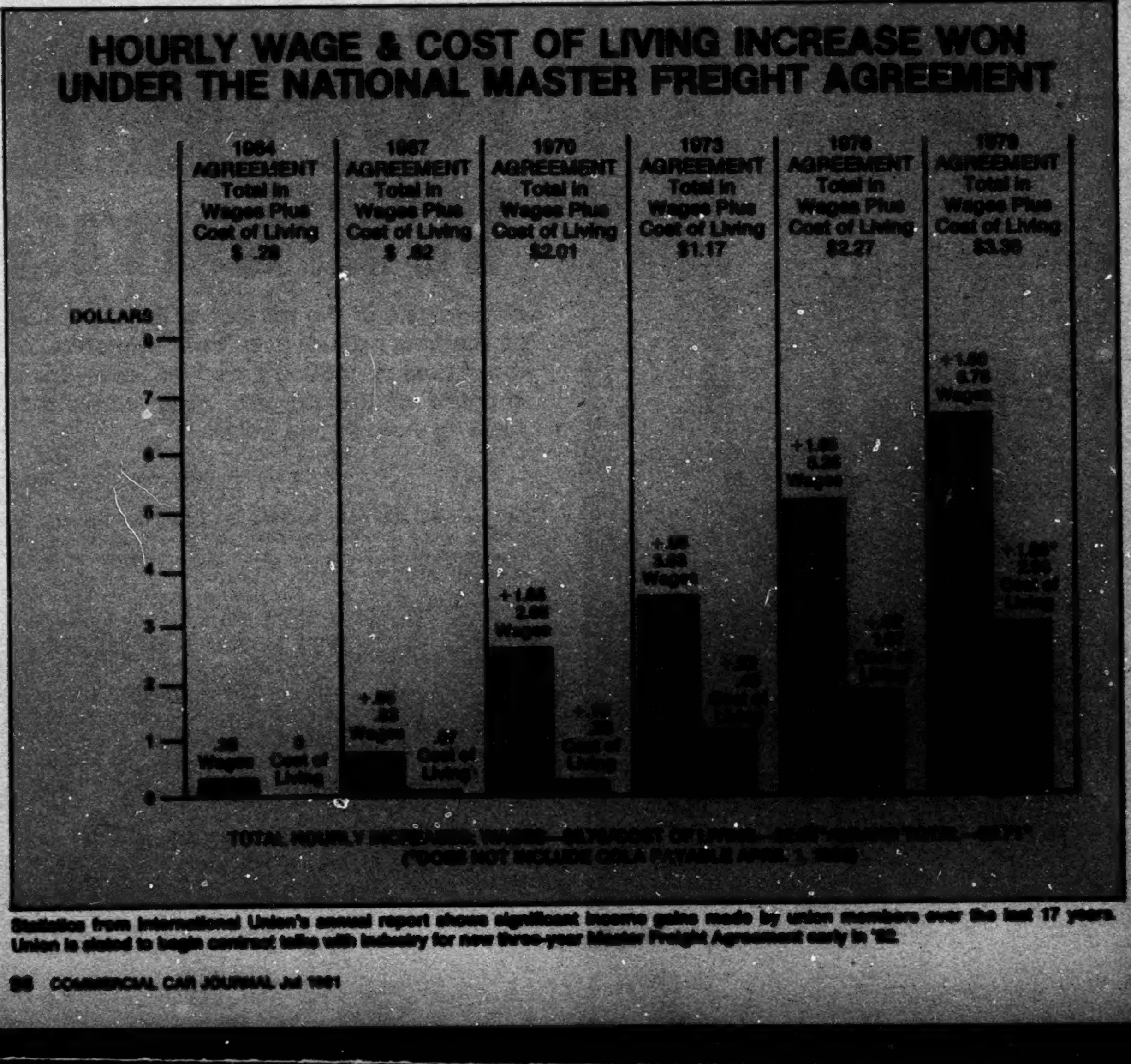
The consequences are that Williams will be continuously monitored by the FBI and Justice Department, just as in the past. This constant surveillance is bound to have a detrimental effect on his relationship with unionized trucking.

In an industry where organized labor plays such an integral role, there can be no reasonable relationship between management and labor when the leader of half that relationship is tainted and viewed as nothing more than a pawn for the most sinister element of this country's social structure, the Mafia.

There was never any question among the 2000 so-called democratically-elected delegates that convened in convention last month in Las Vegas that Roy Williams would be elected to succeed the deceased Frank Fitzsimmons. Whatever ambitions Jackie Presser of Cleveland had towards that end—and make no mistake he had those ambitions—were at least buried for the time being.

Nevertheless, Presser, the union's 14th international vice president, kept a high profile in Las Vegas. Higher than any other international vice president. Higher, in fact, than any other Teamster there except dissident Peter Camarata of local 299 in Detroit. Camarata is probably better known as the leader of TDU: Teamsters for a Democratic Union.

Camarata, who has led a movement aimed at reforming the union during the past five or more years, was once again the focus of attention. This year, unlike five years ago in Las Vegas when he and his supporters were run off the Convention Center parking lot and Camarata



Statistics from International Union's annual report shows significant income gains made by union members over the last 17 years. Union is slated to begin contract talks with industry for new three-year Master Freight Agreement early in '82.

What The Teamsters OK'd

Delegates to the Teamsters convention approved changes to the union constitution that permit the following:

The president's salary was increased to $225,000 yearly from $156,250. The salary for secretary-treasurer was increased to $200,000 from $125,000. Salaries of international vice presidents were increased to $55,000 a year from between $37,500 and $42,000. In addition, the office of president, secretary-treasurer, vice presidents and trustees will receive an annual cost-of-living increase equal to the rise in The Consumer Price Index, effective July 1, 1982 and every July 1 thereafter.

Besides salaries and cost-of-living increases, international vice presidents and trustees may also be given additional compensation and expenses as determined by the general president "When engaged in other duties under orders of the general president."

Vacancies

In the case of death, resignation or removal of the general president, the secretary-treasurer shall assume the office of president for a period not to exceed 15 days. During that period, a meeting of the general executive board shall be convened and a successor shall be elected from among the members of that general executive board.

Dues Increase

Delegates also voted to increase membership dues and the per capita tax paid to the international by every Teamster local.

The per-capita tax is increased to $3.65 per member per month from $2.65 effective January 1, with the following increments: $4.15 effective Jan. 1, '83 and $4.40 effective Jan 1, '84.

Membership dues will be calculated on a member's hourly earnings. Effective Oct. 1, members paying dues less than two times their hourly earnings will have their dues increased to the equivalent of two times their hourly earnings or by $2.00 per month, whichever is the lesser amount. Dues shall be adjusted whenever an increase in hourly earnings is provided in the collective bargaining agreement. In no event shall a member's dues be increased in an amount greater than $2.00 in a calendar year.

Finally, the delegates voted to delete a Constitutional provision that required all officers of the international, including vice presidents, be selected on a uniform basis from within the national jurisdiction of the international. Removing this provision means that vice presidents can be chosen from any geographical location rather than on a representative basis from among the union's five conferences.

---

was subsequently beaten up in a hotel hallway, the dissident was afforded more civility. That's probably because Williams figured there was nothing to be gained proving Camarata correct before the television cameras of the nation's three big networks. Besides, a federal judge sitting in Las Vegas was expected to give Camarata and his estimated 150 supporters the legal right to picket the convention anyway.

So Camarata picketed the opening session of the union's 22nd meeting—without incident, if you disregard vocal abuse. Then he went inside where, over the next three days, he lost every motion he submitted to bring a bit of democracy to a union that runs itself like the Communist Party rules the Soviet Union.

There were some signs of strain within the union, however. Signs that, until now, had not surfaced so visibly. There is reason to believe, based on the events in Las Vegas, that Canadian teamsters are not as happy with the way the union is run as their American brethren.

Led by members of local 213 in Vancouver, B.C., there was a barrage of criticism over the un-democratic methods used to quell dissension on the Convention floor. Williams' ability to lead the free world's biggest independent union while under the cloud of indictment on a bribery-conspiracy charge involving Democratic Senator Howard Cannon of Nevada, leader of the Carter administration's trucking deregulation legislation, was questioned by our neighbors who reside across the border. Consider, for example, this diatribe by a very brave lady, Diana Kilmury of local 213:

Kilmury: "You've made a number of allegations here about the untruth of the TDU, but are we now expected to believe that your own Senate investigations, are they all a pack of liars? Is the FBI a pack of liars?

"Sometimes you don't like what people have to say, but they still have the right to say it, especially in America. Canadians hold to the same set of values as you people do down here, and every time you do that you just show your ignorance.

"When I sit there in Canada and pick up a newspaper indicting yet another Teamster official, what am I supposed to believe? Am I supposed to believe that the 2000 people here are the only good people in the world and that everybody that works for the government is full of B.S.? That isn't logical. That is not even remotely believable.

"I didn't indict you all. I didn't say you all were a bunch of crooks. I don't think that, but what I do think is that we've had a few rotten apples before, and if you're too damn scared to have an Ethical Practices Committee that you yourselves, the General Executive Board, will control, then my God, you must be up to something."

Williams' election is significant for other reasons besides the criminality that allegedly exists in his background and which may ultimately bring about still another change in the face of this controversial labor organization.

Williams, who refused to grant any interviews prior to his election, publicly acknowledged the decline in the union's membership from trucking's ranks. And he has promised to reverse that trend through stepped up organizing of non-union companies. One early target of this campaign is expected to be Viking Freight System of Santa Clara, Calif. The union is also expected to renew its efforts to unionize Overnite Transportation in Richmond, Va.

Williams hasn't been specific in

Continued

President Roy Williams accepts accolades of membership from podium. This view was taken from Las Vegas convention center press box, high above convention floor. Press photographs are not allowed on floor and Williams refused all interviews. Not seen is large U.S. flag hanging over Williams' right shoulder. **Top Right:** TDU president Peter Camarata (center) meets the press.

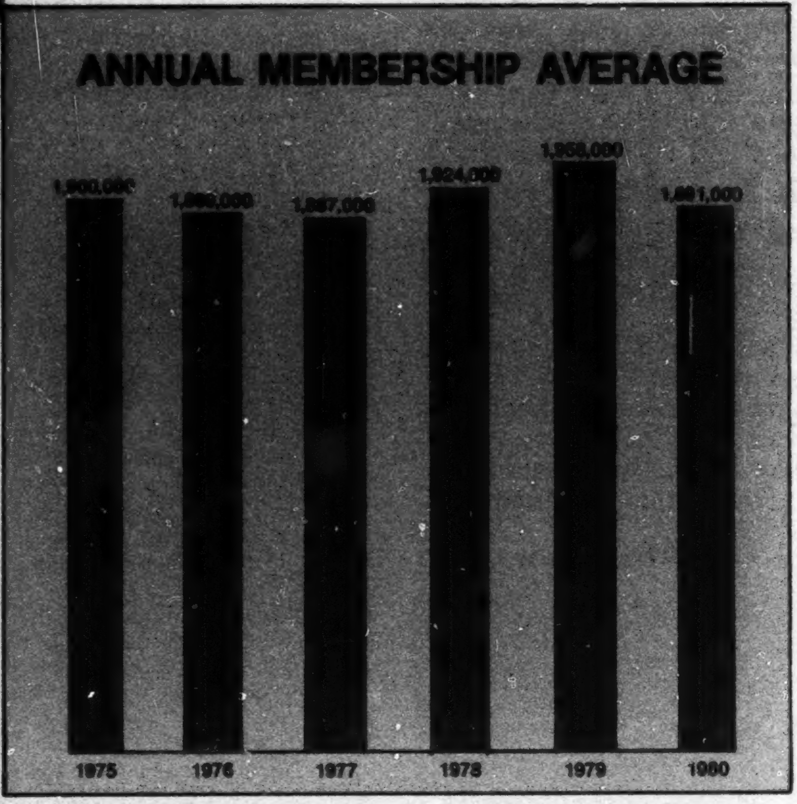
his plans to organize independent owner operators. But Williams and others close to the union have left little doubts that this segment of the trucking industry is targeted for organization.

And that organizing effort could lead to bloody highway warfare. It almost seems that Williams and his Teamsters welcome such a confrontation. It would, if nothing else, prove to all the rest of the trade unionists in this country just how powerful and just how tough Teamsters can be.

But while Williams may give regional Teamsters approval to begin organizing efforts against certain non-union trucking companies and against owner operators, there is also evidence to suggest that the industry may see a different kind of Master Freight Agreement beginning in early 1982.

Williams and others within the union's executive board have hinted at a recognition of the industry's economic problems brought on by deregulation and inflation, and they may now be less militant and more flexible in coming to terms on local and regional contracts.

Under Williams, the Teamsters may, in fact, write several contracts. One would be for the big cross-country carriers like Roadway and Yellow, while still another would cover carriers like A-P-A of North Bergen, N.J. or Arkansas-Best of Ft.



Another statistic from union's annual report shows decline in membership by 67,000 members. This is the lowest the union has been since 1976 when the IBT reported nearly 1.9 million members. Williams promised delegates active organizing campaign, especially in trucking, for the coming months.

Smith, Ark. A third contract is envisioned for local and short-haul carriers who are hurting the most under current national conditions.

Sources say that some within the union believe the idea of a National Master Freight Agreement is no longer viable. Or that it needs major retailoring to fit into today's new deregulated environment.

Williams is not expected to go too far in altering the concept of a Master Freight Agreement first conceived by the late Jimmy Hoffa in the '60s, but there are suggestions that changes are coming and that Williams will be somewhat less militant in dealing with hard-pressed motor carriers over labor matters.

Williams, for example, looked the other way earlier this year when April pay hikes and cost-of-living increases were not forthcoming from some motor carriers as the contract called for. While Williams seems willing to grant companies some concessions, in exchange for jobs, he is not expected to forget completely his obligations to the rank-and-file.

If the trucking industry interprets Williams' attitude as a sign of weakness, however, it could be a major miscalculation.

Also to be reevaluated is the relationship between the Teamsters and the AFL-CIO. Under Fitzsimmons, there seemed little doubt the IBT would rejoin the AFL-CIO and with the help and support of the building trades become the dominate force within that coalition.

Under Williams, however, that may not happen.

Doug Fraser, president of the United Auto Workers, wants Williams out of the Teamsters before the Teamsters, like the UAW, rejoins the AFL-CIO federation. And by August of this year, Fraser's UAW will not only be back with the AFL-CIO, but Frazer will be a power that Williams will have to contend with.

Frazer has already telegraphed his "get clean quick or else" message to Williams and to Lane Kirkland, president of the AFL-CIO, so there is little doubt in anyone's mind just where Frazer stands when it comes to Roy Williams and the Teamsters.

While Lane Kirkland is wondering just what Williams' election means to his future, another individual living in a government house a few blocks from the Teamsters' international headquarters in Washington has to be wondering the same thing. His name is Ronald Reagan.

Reagan and his chief aides, including Vice President George Bush, had no trouble living with Fitzsimmons. Reagan payed off the union for its help in last year's general election by putting Jackie Presser on the transition team. And there have been suggestions that Fitzsimmons was consulted in the selection of Reese Taylor as the new chairman of the Interstate Commerce Commission.

But Reagan could have problems dealing out a political hand to a man who has been labeled a "mole" for organized crime.

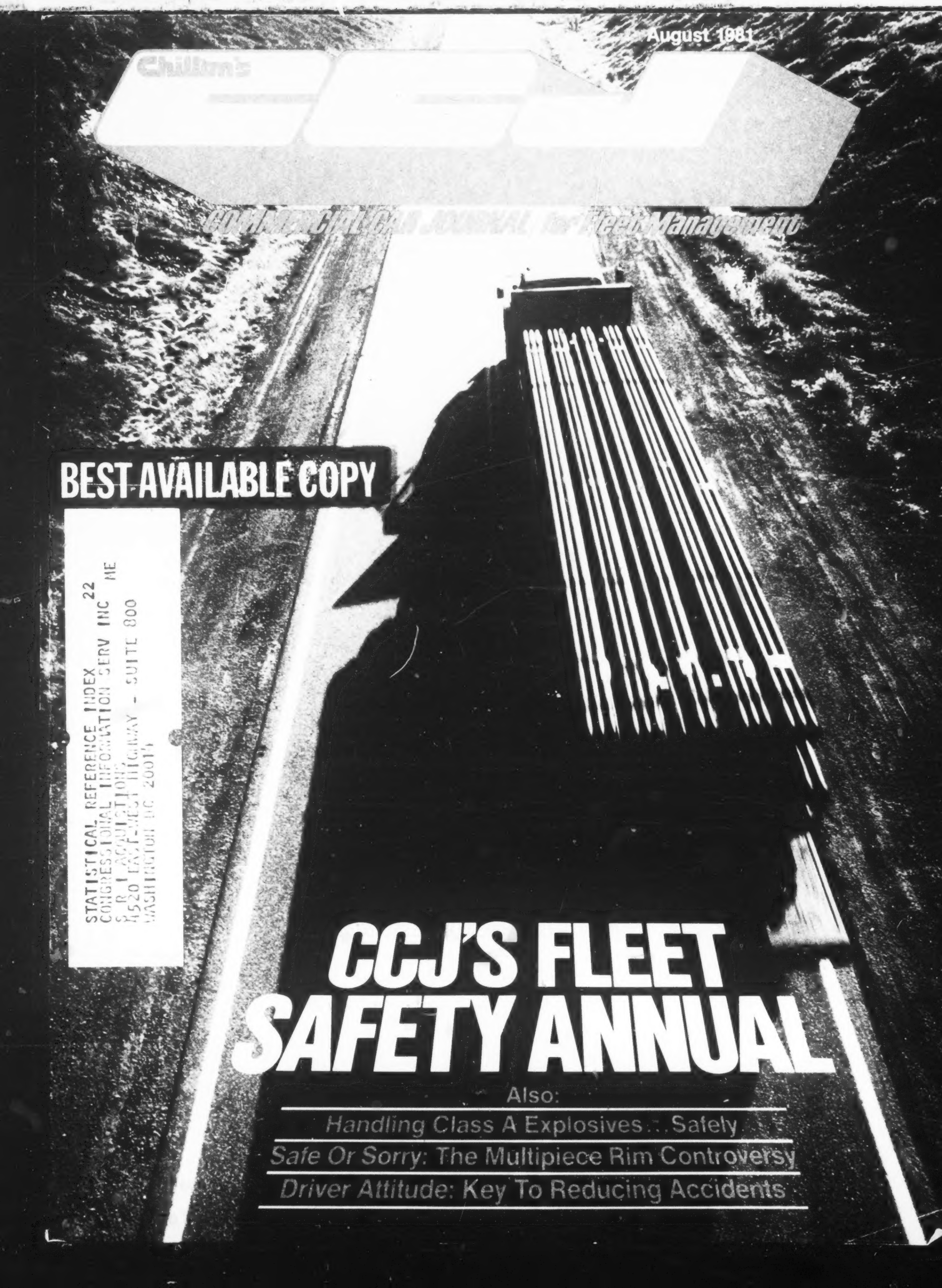
Kim Philby, Guy Burgess and Donald Maclean were all identified as "moles" for the Soviet Union and the British Intelligence Service has suffered ever since. The use of a Mafia mole for political expediency—if the role of the mole as Williams stands accused is proven—could be significantly damaging to a very popular President if he is allowed to penetrate the presidency. Like British Intelligence, the damage could be long-lasting and the scars deep and permanent. ☐ ☐ ☐

For a free single copy of this article, write on company letterhead to: Editor, Commercial Car Journal, Chilton Way, Radnor, Pa. 19089

August 1981

Chilton's CCJ

COMMERCIAL CAR JOURNAL for Fleet Management



BEST AVAILABLE COPY

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

CCJ'S FLEET SAFETY ANNUAL

Also:

Handling Class A Explosives . . . Safely

Safe Or Sorry: The Multipiece Rim Controversy

Driver Attitude: Key To Reducing Accidents

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 8 AUGUST 1981

92 HAULING CLASS A EXPLOSIVES

Trucking Class A explosives coast-to-coast can be a risky business, yet Ensign-Bickford—a Connecticut-based maker of blasting caps—boasts a *perfect* safety record!

98 MULTIPIECE RIMS ARE ALIVE AND WELL

But many multipiece rim accident victims are dead, dismembered, blinded or paralyzed. The unpredictable nature of multipiece rim accidents makes the OSHA rule governing them hopelessly inadequate.

104 DRIVER ATTITUDE: KEY TO ACCIDENT REDUCTION

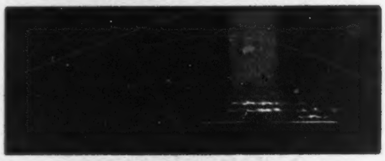
Safety expert Don Buck says drivers who score high on written and driving tests don't necessarily have the best safety records. Buck shows why a positive attitude and "keeping cool" means safer drivers.

109 HEAVY DUTY SAFETY ON A LIGHTWEIGHT BUDGET

What is the impact of the Reagan budget on truck safety? Washington editor Leo Abruzzese, after extensive interviews with DOT execs of the Bureau of Motor Carrier Safety and the National Highway Traffic Safety Administration, explains.

114 RADAR BRAKE LOOKIN' GOOD

Preston Trucking of Maryland is the first motor carrier to purchase and test a revolutionary radar-assisted braking system in commercial operation. Here's a close-up look at what may constitute the most significant safety development in years.



117 DOLLAR SAVINGS THROUGH SAFETY

Signal Delivery Service has reported a 30% decline in accidents and injuries and a corresponding dollar savings when they bypassed the traditional emphasis on safety for safety's sake and, instead, emphasized the lost profits that go to pay for accidents and injuries.

121 SAFETY AND TRAINING AIDS

This handy reference section contains information on safety materials and services available from the National Safety Council, American Trucking Associations and numerous other sources.

128 SAFETY AND GRAPHICS CONTEST

Details on the 1981 Commercial Vehicle Safety and Graphics competition, co-sponsored by CCJ and The Private Truck Council of America, Inc. Entry form is included.

Cover photograph courtesy of Babcock & Wilcox, Tubular Div., Beaver Falls, Pa.

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	Apr.-81	26,978	4,106	252	14,811	—	—	2,207	—	—	—	—	4,221	—	—	52,575
	4 Mos.-81	107,298	22,906	1,179	45,359	—	—	10,490	—	—	—	—	15,236	—	—	202,468
6,001-10,000 lbs.	Apr.-81	18,449	3,524	6,842	36,222	—	180	1,637	—	—	—	—	—	—	—	66,854
	4 Mos.-81	76,037	18,749	19,152	127,183	—	502	7,228	—	—	—	—	—	—	1	248,852
10,001-14,000 lbs.	Apr.-81	—	—	3	—	—	—	—	—	—	—	—	—	—	—	3
	4 Mos.-81	—	—	105	—	—	—	—	—	—	—	—	—	—	—	105
14,001-16,000 lbs.	Apr.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	3 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	8	8
16,001-19,500 lbs.	Apr.-81	78	112	—	—	—	—	—	—	—	—	—	—	—	—	190
	4 Mos.-81	300	245	—	—	—	—	—	—	—	—	—	—	—	5	550
19,501-26,000 lbs.	Apr.-81	1,361	1,522	—	1,094	—	991	—	—	—	9	—	—	—	—	4,977
	4 Mos.-81	6,265	5,877	—	3,306	—	3,260	—	—	—	277	—	—	—	—	18,985
26,001-33,000 lbs.	Apr.-81	—	94	—	2,289	—	1,690	—	—	—	79	—	—	—	—	4,152
	4 Mos.-81	—	354	—	8,171	—	6,490	—	—	—	179	—	—	—	—	15,194
33,001 lbs. and over	Apr.-81	167	945	—	927	928	2,689	—	1,236	1,499	—	640	—	523	169	9,723
	4 Mos.-81	488	3,959	—	2,611	3,421	8,955	—	4,251	5,649	—	2,474	—	1,858	662	34,328
Total	Apr.-81	47,033	10,303	7,097	55,343	928	5,550	3,844	1,236	1,499	88	640	4,221	523	169	138,474
	4 Mos.-81	190,368	52,090	20,436	186,630	3,421	19,207	17,718	4,251	5,649	456	2,474	15,236	1,858	676	520,490
	4 Mos.-80	203,237	47,182	45,046	205,120	4,569	5,318	17,850	4,454	8,222	—	3,224	10,106	2,387	+ 631	557,346
Trucks with Diesel Engines*	4 Mos.-81	4,378	8,742	—	7,532	3,421	15,887	—	4,251	5,649	456	2,474	11,625	1,858	662	66,935
	4 Mos.-80	11,716	11,652	—	12,878	4,569	3,017	—	4,454	8,222	—	3,224	4,762	2,387	573	67,454

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. + Includes 43 AM General.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	Apr.-81	180	—	406	—	75	661
	4 Mos.-81	2,387	—	1,706	—	285	4,378
Ford	Apr.-81	—	—	141	1,410	873	2,424
	4 Mos.-81	—	—	463	4,587	2,482	7,532
Freightliner	Apr.-81	—	—	—	—	928	928
	4 Mos.-81	—	—	—	—	3,421	3,421
GMC	Apr.-81	87	—	586	92	918	1,683
	4 Mos.-81	2,059	—	2,490	349	3,844	8,742
International	Apr.-81	—	20	441	1,405	2,685	4,551
	4 Mos.-81	—	127	1,322	5,492	8,946	15,887
Kenworth	Apr.-81	—	—	—	—	1,236	1,236
	4 Mos.-81	—	—	—	—	4,251	4,251
Mack	Apr.-81	—	—	—	—	1,499	1,499
	4 Mos.-81	—	—	—	—	5,649	5,649
Peterbilt	Apr.-81	—	—	—	—	640	640
	4 Mos.-81	—	—	—	—	2,474	2,474
Volkswagen	Apr.-81	3,086	—	—	—	—	3,086
	4 Mos.-81	11,625	—	—	—	—	11,625
White	Apr.-81	—	—	—	—	523	523
	4 Mos.-81	—	—	—	—	1,858	1,858
Others	Apr.-81	—	—	9*	79	169	257
	4 Mos.-81	—	—	277*	179	*662	1,118
Total	Apr.-81	3,353	20	1,583	2,986	9,546	17,488
	4 Mos.-81	16,071	127	6,258	10,607	33,872	66,935
	Apr.-80	5,529	42	716	2,291	8,473	17,051
	4 Mos.-80	19,682	78	1,719	8,827	37,148	67,454

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

*Mercedes-Benz.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	April 1981	4 Months—1981 Units	4 Months—1981 Value[2]
Vans	5,744	21,587	280,151
Tanks	584	2,344	68,771
Bulk commodity and dry material	207	592	15,325
Pole and logging	82	462	4,950
Platform	1,924	6,539	56,610
Low-bed heavy haulers (over 10 tons)	744	2,663	33,742
Dump trailers and dump chassis	528	2,070	29,600
Auto transports	29	44[3]	976[3]
All other tractors and chassis	96	624[4]	6,238[4]
Total—Complete tractors and chassis	9,938	36,925	496,363
Detachable trailers[1]	977	2,971	27,210
Detachable trailers chassis[1]	885	5,953	28,770
Dollies or converter gear	540	2,117	9,132

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

[3] March and April only.

[4] Includes auto transports for January and February.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales May 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	81,039	396,867	291,988
6,001-10,000 lbs.	77,769	368,969	211,868
10,001-14,000 lbs.	12	218	117
Medium Duty			
14,001-16,000 lbs.	—	8	—
16,001-19,500 lbs.	309	864	390
19,501-26,000 lbs.	5,973	33,786	23,039
Heavy Duty			
26,001-33,000 lbs.	3,794	23,772	13,649
33,001 lbs. and over	8,335	42,949	27,704
Totals—1981	177,231	867,433	568,755
Totals—1980	176,234	992,768	727,877

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent the entire industry.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others	Total
Chevrolet	Apr.-81	212	5	329	—	—	283	829
	4 Mos.-81	715	95	1,368	—	—	2,735	4,913
Ford	Apr.-81	1,381	684	995	—	—	—	3,060
	4 Mos.-81	3,978	1,624	3,472	—	—	—	9,074
Freightliner	Apr.-81	178	617	134	—	—	—	929
	4 Mos.-81	553	2,398	523	—	—	—	3,474
GMC	Apr.-81	458	347	1,031	—	—	102	1,938
	4 Mos.-81	1,615	1,598	4,180	—	—	2,087	9,480
International	Apr.-81	315	2,500	535	2,003	—	20	5,373
	4 Mos.-81	1,298	7,844	2,002	7,203	—	175	18,522
Jeep Corp.	Apr.-81	—	—	—	—	—	179	179
	4 Mos.-81	—	—	—	—	—	*1,494	*1,494
Kenworth	Apr.-81	258	849	190	—	—	—	1,297
	4 Mos.-81	943	2,996	626	—	—	—	4,565
Mack	Apr.-81	39	73	39	—	1,582	12	1,745
	4 Mos.-81	222	314	127	—	6,159	76	6,898
Peterbilt	Apr.-81	238	416	58	—	—	—	712
	4 Mos.-81	881	1,542	273	—	—	—	2,696
Volkswagen	Apr.-81	—	—	—	—	—	3,179	3,179
	4 Mos.-81	—	—	—	—	—	12,011	12,011
White	Apr.-81	74	375	156	—	—	—	605
	4 Mos.-81	264	1,262	567	—	—	—	2,093
Others*	Apr.-81	56	45	85	—	—	88	274
	4 Mos.-31	158	212	328	—	—	†456	1,154
Totals	Apr.-81	3,209	5,911	3,552	2,003	1,582	3,863	20,120
	4 Mos.-81	10,627	19,885	13,466	7,203	6,159	19,034	76,374
	Apr.-80	3,377	4,008	3,845	128	1,928	5,899	19,185
	4 Mos.-80	12,032	18,762	13,688	977	8,675	22,046	76,180

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. *Isuzu. †Mercedes-Benz.

SEPT

1981

September 1981

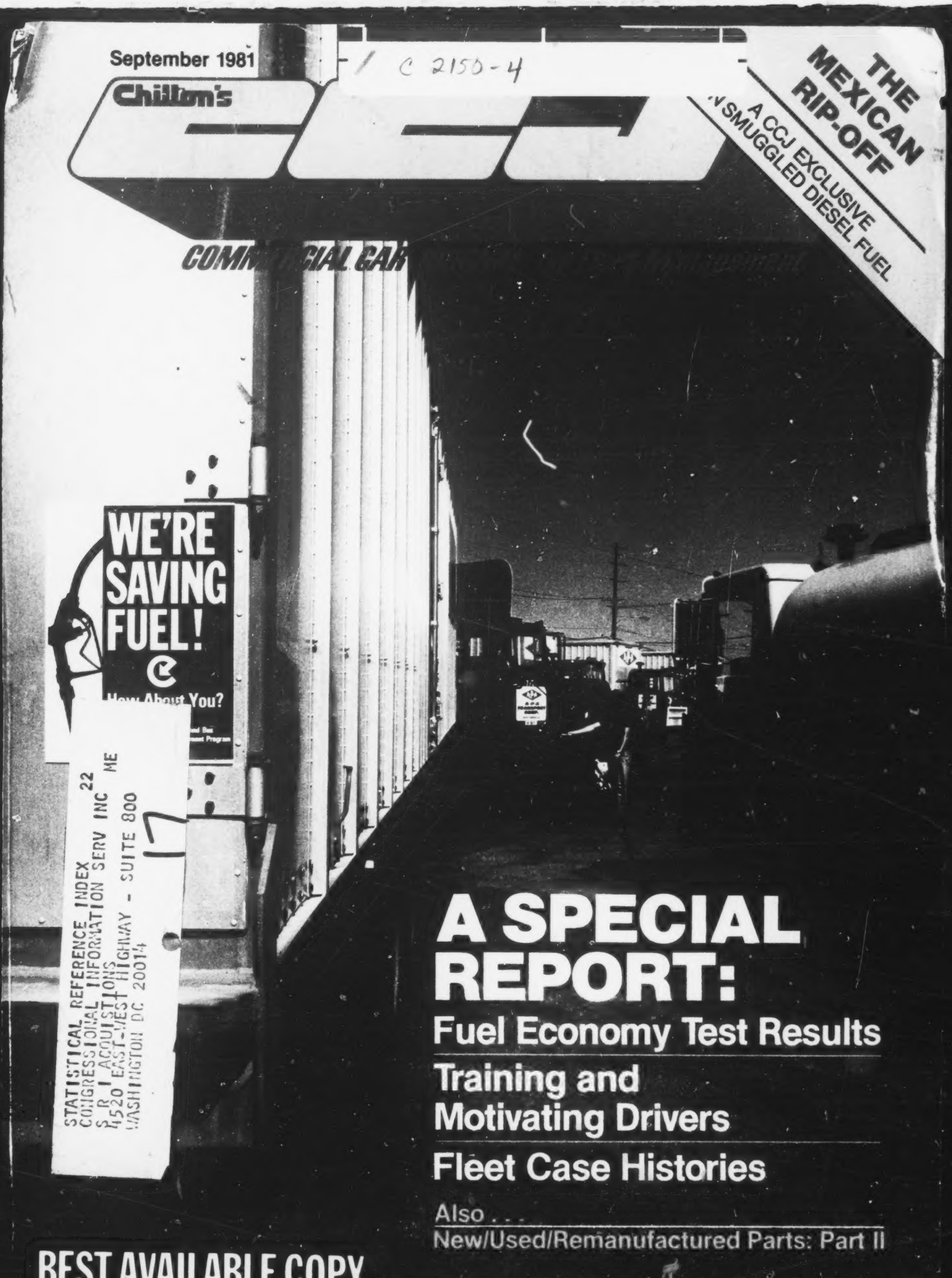
C 2150-4

Chilton's CCJ

COMMERCIAL CAR

THE MEXICAN RIP-OFF

A CCJ EXCLUSIVE ON SMUGGLED DIESEL FUEL



STATISTICAL REFERENCE INDEX 22 ME
CONGRESSIONAL INFORMATION SERV INC
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

17

A SPECIAL REPORT:

Fuel Economy Test Results

Training and Motivating Drivers

Fleet Case Histories

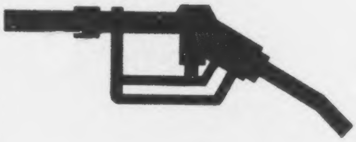
Also . . .
New/Used/Remanufactured Parts: Part II

BEST AVAILABLE COPY

CCJ
COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 9 SEPTEMBER 1981

SAVING FUEL:

A Special Report

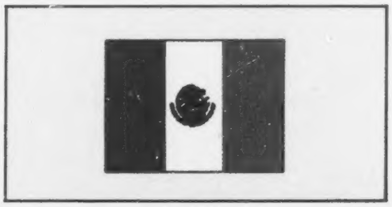


64 MAXIMIZING MILES PER GALLON
For nearly a decade, the trucking industry has been chipping away at fuel economy, and industry-wide tests do prove that economy comes in all shapes, sizes and amounts. A look at which components contribute to the economy battle.

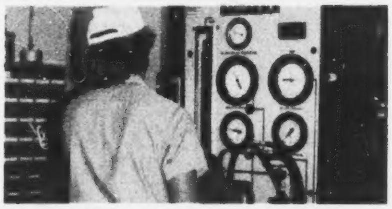
69 HUNT FOR BETTER MPG
A complex set of programs including driver training, numerous computer reports, tight maintenance and cash incentives mean million-dollar savings for J. B. Hunt Transport of Lowell, Ark.

74 COOLING WITH AMPS
Using small electric fans to cool heavy-duty trucks might be compared to hitching a fully-loaded trailer to a Datsun pick-up, but electric fans are proving capable in most applications. Who's doing it and how it's being done.

79 MOTIVATION MADNESS
Drivers are the greatest, but the most complicated, fuel saving devices in the industry. Properly motivated, they can get results today that surpass any vehicle add-on that's "phased-in" down the road. The big problem is figuring out what's the best motivator.



84 THE MEXICAN RIP-OFF
Certain U.S. truckers and truck stops have suddenly discovered how cheap Mexican diesel is and how much money can be made smuggling it into the U.S. A CCJ expose on the illegal importation of Pemex diesel into the states.



94 REBUILD OR REPLACE: PART II
In this second part of a four-part series, CCJ examines the available options when replacing engine-related components.

The Maintenance Shop Section Follows Page 96

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightliner	International	Jeep Corp.	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	May-81	25,807	5,340	333	15,579	—	—	2,960	—	—	—	—	3,851	—	—	53,870
	5 Mos.-81	133,105	28,246	1,512	60,938	—	—	13,450	—	—	—	—	19,087	—	—	256,338
6,001-10,000 lbs.	May-81	17,129	4,103	7,416	36,297	—	110	1,783	—	—	—	—	—	—	—	66,838
	5 Mos.-81	93,166	22,852	26,568	163,480	—	612	9,011	—	—	—	—	—	—	1	315,690
10,001-14,000 lbs.	May-81	—	—	60	—	—	—	—	—	—	—	—	—	—	—	60
	5 Mos.-81	—	—	165	—	—	—	—	—	—	—	—	—	—	—	165
14,001-16,000 lbs.	May-81	—	—	—	—	—	—	—	—	—	—	—	—	—	—	—
	5 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	8	8
16,001-19,500 lbs.	May-81	105	173	—	—	—	—	—	—	—	—	—	—	—	—	278
	5 Mos.-81	405	418	—	—	—	—	—	—	—	—	—	—	—	5	828
19,501-26,000 lbs.	May-81	1,724	1,446	—	933	—	612	—	—	—	202	—	—	—	—	4,917
	5 Mos.-81	7,989	7,323	—	4,239	—	3,872	—	—	—	479	—	—	—	—	23,902
26,001-33,000 lbs.	May-81	—	29	—	2,258	—	960	—	—	—	72	—	—	—	—	3,319
	5 Mos.-81	—	383	—	10,429	—	7,450	—	—	—	251	—	—	—	—	18,513
33,001 lbs. and over	May-81	145	1,074	—	839	901	1,372	—	1,043	1,275	—	637	—	470	169	7,925
	5 Mos.-81	633	5,033	—	3,450	4,322	10,327	—	5,294	6,924	—	3,111	—	2,328	831	42,253
Total	May-81	44,910	12,165	7,809	55,906	901	3,054	4,743	1,043	1,275	274	637	3,851	470	169	137,207
	5 Mos.-81	235,298	64,255	28,245	242,536	4,322	22,261	22,461	5,294	6,924	730	3,111	19,087	2,328	845	657,697
	5 Mos.-80	227,556	58,373	56,185	235,094	5,374	10,535	18,904	5,082	9,723	—	3,488	12,393	2,940	[a]932	646,579
Trucks with Diesel Engines*	5 Mos.-81	5,188	10,553	—	9,723	4,322	18,329	—	5,294	6,924	730	3,111	14,375	2,328	831	81,708
	5 Mos.-80	14,809	15,294	—	15,926	5,374	6,530	—	5,082	9,723	—	3,488	7,049	2,940	727	86,942

Source: Motor Vehicle Manufacturers Assoc.

*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star. a— Includes 190 AM General.

"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh, Walter, Fixible and trucks shipped by Freightliner to Consolidated Freightways and their other dealers.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	May-81	356	—	386	—	68	810
	5 Mos.-81	2,743	—	2,092	—	353	5,188
Ford	May-81	—	—	107	1,271	813	2,191
	5 Mos.-81	—	—	570	5,858	3,295	9,723
Freightliner	May-81	—	—	—	—	901	901
	5 Mos.-81	—	—	—	—	4,322	4,322
GMC	May-81	116	—	639	28	1,028	1,811
	5 Mos.-81	2,175	—	3,129	377	4,872	10,553
International	May-81	—	20	292	760	1,370	2,442
	5 Mos.-81	—	147	1,614	6,252	10,316	18,329
Kenworth	May-81	—	—	—	—	1,043	1,043
	5 Mos.-81	—	—	—	—	5,294	5,294
Mack	May-81	—	—	—	—	1,275	1,275
	5 Mos.-81	—	—	—	—	6,924	6,924
Mercedes Benz	May-81	—	—	202	72	—	274
	5 Mos.-81	—	—	479	251	—	730
Peterbilt	May-81	—	—	—	—	637	637
	5 Mos.-81	—	—	—	—	3,111	3,111
Volkswagen	May-81	2,750	—	—	—	—	2,750
	5 Mos.-81	14,375	—	—	—	—	14,375
White	May-81	—	—	—	—	470	470
	5 Mos.-81	—	—	—	—	2,328	2,328
Others	May-81	—	—	—	—	169	169
	5 Mos.-81	—	—	—	—	831	831
Total	May-81	3,222	20	1,626	2,131	7,774	14,773
	5 Mos.-81	19,293	147	7,884	12,738	41,646	81,708
	May-80	6,840	583	1,030	2,907	8,128	19,488
	5 Mos.-80	26,522	661	2,749	11,734	45,276	86,942

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	May 1981	5 Months—1981 Units	5 Months—1981 Value[2]
Vans	6,066	27,660	355,799
Tanks	661	3,051	89,745
Bulk commodity and dry material	165	759	19,817
Pole and logging	75	537	5,673
Platform	1,955	8,486	73,232
Low-bed heavy haulers (over 10 tons)	741	3,394	42,909
Dump trailers and dump chassis	538	2,626	37,682
Auto transports	24	726	8,194
All other tractors and chassis	47		
Total—Complete tractors and chassis	10,272	47,239	633,051
Detachable trailers[1]	1,283	4,266	40,281
Detachable trailers chassis[1]	1,143	7,096	34,836
Dollies or converter gear	459	2,574	10,998

Source: Industry Division, Bureau of the Census.

[1] Sold separately.

[2] Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales June 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	84,398	481,265	300,787
6,001-10,000 lbs.	89,263	458,232	214,289
10,001-14,000 lbs.	58	276	113
Medium Duty			
14,001-16,000 lbs.	—	8	—
16,001-19,500 lbs.	205	1,069	590
19,501-26,000 lbs.	5,573	39,359	24,638
Heavy Duty			
26,001-33,000 lbs.	4,074	27,846	14,635
33,001 lbs. and over	8,557	51,506	27,928
Totals—1981	192,128	1,059,561	582,980
Totals—1980	210,417	1,203,185	637,727

Source: Motor Vehicle Mfrs. Assoc.
Reporting firms do not represent the entire industry.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants including exports to Canada and other exports)

Make of Truck		Cat.	Cummins	Detroit Diesel	International	Mack	All Others*	Total
Chevrolet	May-81	218	1	282	—	—	452	953
	5 Mos.-81	933	96	1,650	—	—	3,187	5,866
Ford	May-81	1,123	664	939	—	—	—	2,726
	5 Mos.-81	5,101	2,288	4,411	—	—	—	11,800
Freightliner	May-81	80	723	98	—	—	—	901
	5 Mos.-81	633	3,121	621	—	—	—	4,375
GMC	May-81	424	562	918	—	—	116	2,020
	5 Mos.-81	2,039	2,160	5,098	—	—	2,203	11,500
International	May-81	128	1,783	302	1,167	—	20	3,400
	5 Mos.-81	1,426	9,627	2,304	8,370	—	195	21,922
Jeep Corp.	May-81	—	—	—	—	—	130	130
	5 Mos.-81	—	—	—	—	—	1,624	1,624
Kenworth	May-81	183	752	177	—	—	—	1,112
	5 Mos.-81	1,126	3,748	803	—	—	—	5,677
Mack	May-81	27	53	14	—	1,532	9	1,635
	5 Mos.-81	249	367	141	—	7,691	85	8,533
Mercedes-Benz	May-81	—	—	—	—	—	274	274
	5 Mos.-81	—	—	—	—	—	730	730
Peterbilt	May-81	235	406	52	—	—	—	693
	5 Mos.-81	1,116	1,948	325	—	—	—	3,389
Volkswagen	May-81	—	—	—	—	—	2,801	2,801
	5 Mos.-81	—	—	—	—	—	14,812	14,812
White	May-81	73	333	101	—	—	—	507
	5 Mos.-81	337	1,595	668	—	—	—	2,600
Others*	May-81	64	59	47	—	—	—	170
	5 Mos.-81	222	271	375	—	—	—	868
Totals	May-81	2,555	5,336	2,930	1,167	1,532	3,802	17,322
	5 Mos.-81	13,182	25,221	16,396	8,370	7,691	22,836	93,696
	May-80	2,859	4,798	4,025	1,099	1,638	7,731	22,150
	5 Mos.-80	14,891	23,560	17,713	2,076	10,313	29,777	98,330

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
*"All Others" includes Isuzu, Nissan, Olds, Perkins, Scandia Vabis.

Specia Re

Maxim

Miles P

BEST AVAILABLE COPY

Diesel fuel price has quadrupled since the 1973 Arab oil embargo and now averages 16¢ per mile for over-the-road trucks and ranks second only to driver wages in terms of operational expense. The following special report is designed to assist your fuel conservation efforts.

Editors contributing
to this Special Report:
JIM WINSOR, RICH CROSS,
JIM GALLIGAN, BILL TRACY
and **JERRY STANDLEY**

Maximizing miles per gallon is "the name of the game" for any fleet which hopes to survive the decade with their profitability intact. Fuel costs are predicted to reach $2.50 per gallon by 1985 and $5.00 per gallon by 1990!

As this special report informs you, there are numerous methods to improve fuel economy. Proper equipment specifications are of paramount importance but, ideally, should be combined with driver training to provide maximum mpg benefit. A "motivated" driver can provide at least ½ *mpg better performance than one who isn't, fleet tests prove.*

Drivers can contribute to improve fuel mileage in many ways, but reducing unnecessary idling and road speed are key points. Remember, every mph above 55 decreases economy by approximately 2% and fuel-wasting idling is still rampant at truck stops coast-to-coast.

For operators of light- and medium-duty equipment that travels more than about 12,000 miles per year, "dieselization" continues to reign as the king of economy. While diesels cost more than gasoline engines, they'll effectively double *fuel mileage in most applications and provide additional returns in the form of reduced maintenance cost.*

Voluntary Program works!

The infamous Arab oil embargo of '73 spawned development of any number of products to boost mpg. It also gave rise to the "Joint Industry-Government Voluntary Truck and Bus Fuel Economy Improvement Program" and Joint SAE/RCCC Task Force for In-Service Test Procedures involving the Society of Automotive Engineers and ATAs' old Regular Common Carrier Conference Maintenance Committee.

The Voluntary Program, overseen by DOT's Hank Seiff, is currently saving an estimated 110,000 barrels of fuel each day—a testimonial to the industry's research and development capabilities. Savings to date—about 7.3 *billion* gallons, DOT says.

Today, any fleetman can buy a unit spec'ed with standard economy equipment—fan clutch, radial tires, air deflector and economy-version diesel, to mention just some of the key components. In contrast to yesterday's diesel trucks, today's rigs afford fuel savings approximating 25%.

Testing fuel-savers quickly

Fuel-saving items, especially those designed for retrofit, have proliferated. A look at the number of air deflectors on the market today is a good example.

Before the Joint SAE/RCCC Task Force developed in-service tests to evaluate fuel-saving improvements, so-called "long-term field evaluations" were standard and expensive. Now, thanks to the efforts of industry leaders and the ATA Maintenance Council, test procedures have been raised to a state of refinement where virtually anything can be "checked out" in a day or two.

What *are* the tests? First, there's a *Type I* test, designed to evaluate items like fan clutches, for example, which can easily be switched from one vehicle to another. Two identical trucks (one equipped with the device being tested) travel a prescribed distance under controlled conditions. For the return trip, the drivers switch trucks. The test is then repeated with the device switched to the other rig.

A *Type II* procedure is for measuring the economy performance of hard-to-switch items like engines. *Copies of both test procedures may be obtained at cost from The Maintenance Council, American Trucking Associations, Inc., 1616 P St., N.W., Washington, DC 20036.* Phone: (202) 797-5458

Prior testing reviewed

In validating and demonstrating both tests, a substantial file of data has been generated over a five-year period. Former fleet maintenance executive—now a consultant—Claude Travis (one of the key figures in refining Type I and Type II test procedures) provided data for the cumulative summary of highlights that follows.

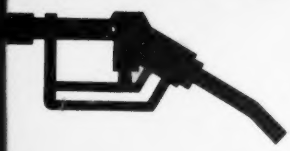
The percentage of improved fuel economy derived by each test is noted adjacent to each topic. (Note: these figures should not be confused by the percentages of fuel saved by volume or weight, which appear as a test result in certain other industry reports.)

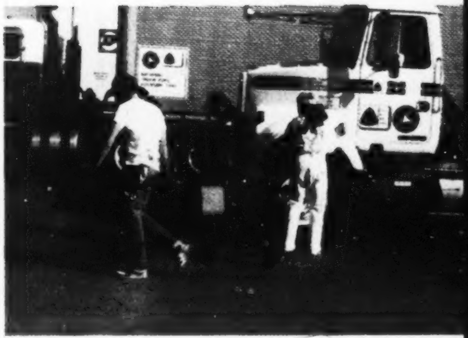
These results provide only *general* guidelines about the benefit provided by certain products and modifications. Only Type I or Type II testing by the individual fleet, with particular load factors and other operational and environment variables, can indicate potential savings with a high degree of accuracy.

- **HIGHER ENGINE TEMPERATURE: 3.74%**

On February 19, 1977, a Type I test using two 1976 White Road Commanders was conducted. Both trucks had Bendix Westinghouse fan clutches set to engage at 200

Continued





Left: Claude Travis weighs portable fuel tank during Frederick, Md. economy tests—the preferred method of measuring consumption. **Above:** Heavily-instrumented SAE/DOT tractor participated in Frederick test. "Scorekeeper" (with back to camera) is Mary Sandor of ATA's Regular Common Carrier Conference.

deg F and disengage at 194 deg F. Tractor "A" had a 175 deg F thermostat while Tractor "B" used an identical thermostat in combination with Kysor radiator shutters set to open at 195 deg F. The Shutter-equipped unit maintained a higher engine operating temperature and a 3.7% improvement in fuel economy.

• TEMPERATURE-CONTROLLED FANS: 2.1% to 7.9%

In St. Louis, October 1977, improvements resulting from the use of a temperature-controlled fan drive ranged from 2.1% to 7.3% for Class 8 vehicles; and 3.7% to 7.9% for Class 5 vehicles (operating at 40 mph).

• AIR DEFLECTORS: 1.7% to 9.75%

In St. Louis, October 1977, Type I testing indicated that benefits from roof-mounted air deflectors ranged from 1.7% to 3.5% for Class 8 vehicles; and 4.1% for Class 5 vehicles (traveling at 40 mph). Claude Travis noted that the St. Louis results may be "on the low side" due to Class 8 test vehicles' inability to maintain a steady 55 mph throughout the course.

At Louisville, August 1977, roof-mounted air deflectors subjected to Type I testing on two tractor-trailers achieved fuel savings of 4% and 5% during the 55-mph test. Note: results vary, depending on variables like the "gap" between tractor and trailer and height differential between cab roof and trailer (or straight truck "box") top.

In February 1980, Lo Biondo Bros. Motor Express performed a Type I test of a deflector (Airflo) on identical Model 352 Peterbilts pulling 12-ft 10-in. high Gindy vans at 55 mph. The deflector improved economy 9.75% while the percent of fuel saved was 10.81.

• 55 MPH VERSUS 65 MPH: 24.4%

In an independent, slightly-altered Type I test conducted by United Parcel Service on October 27, 1977, the results of a tractor-trailer running at 55 mph were compared to an identical unit that operated at 65 mph. At 55 mph, economy averaged 7.05 mpg versus an average of 5.33 mpg for the faster-running truck: a 24.4% improvement.

• CORRECT TIRE PRESSURE: 2.35% to 5.8%

At Frederick, Md., a test was conducted comparing a tractor-trailer with 70 psi in its front tires and 55 psi in all other tires to another 5-axle tractor-trailer with all tires at 100 psi. Gross combination weight for both was 48,000 lb. The results showed a 2.35% improvement in fuel economy for the unit with 100 psi inflation.

At St. Louis, a similar test gave Class 8 units with tires inflated to 100 psi a 5.8% improvement in fuel economy.

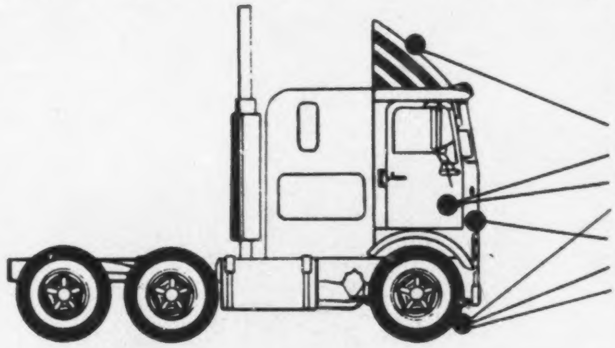
• NUMERICAL AXLE RATIO: 5.56%

In Dallas, Tex., 1978, Ford tractors pulling 45-ft trailers at highway speeds were tested to evaluate the influence of a low numerical ratio axle (3.70) versus one with a 4.11 ratio. The low-rpm cruise ability of the 3.70-ratio axle gave a 5.56% improvement in economy.

• SMOOTH-SIDE TRAILER: 1.2% to 1.7%

In St. Louis in 1977, Gateway Transportation participated in Type I evaluation of smooth-side versus exterior-post trailers. The result, a 1.2% saving, correlates fairly closely with following results from the Louisville test. According to Claude Travis, the results may have been affected by traffic which prevented the test vehicles from maintaining a

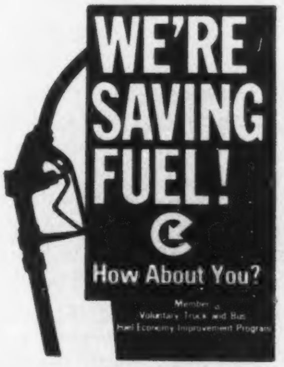
Voluntary Truck and Bus Fuel Economy Programs — Fuel Savings for 1979



Components	Gallons In Millions	Percent
Aerodynamic Devices	81.8	4.7
Excess Diesel Engines	576.0	33.1
Fuel Efficient Diesels............	449.9	25.8
Radial Tires	192.6	11.0
Variable Fan Devices	440.2	25.3
Road Speed Governor...........	1.6	0.1
Tag Axles	.4	—
Total	**1,742.5**	**100**

SOURCE: The Joint Industry-Government Voluntary Truck and Bus Fuel Ecomony Improvement Program.

Note: "Excess Diesel Engines" denotes those acquired by fleets switching from gasoline power, with prime goal of fuel economy.


WE'RE SAVING FUEL!
How About You?
Member of Voluntary Truck and Bus Fuel Economy Improvement Program

"We're Saving Fuel"— 7.3 billion gallons of it!

"We're saving fuel! How about you?" That's the slogan of the Voluntary Truck and Bus Fuel Economy Improvement Program—a joint effort of the trucking industry, Dept. of Transportation, Dept. of Energy and the Environmental Protection Agency.

Signs displaying the slogan are seen on the back of many trucks today, signifying that the carrier has "signed up" with the Voluntary Program and is aggressively pursuing improved fuel economy. Any fleet that's not making a similar effort is letting a great many dollars slip through its fingers. As the accompanying graph shows, fuel costs are likely to continue in their upward climb.

Unlike the automobile industry where fuel economy is mandated, users and producers of trucks are essentially "on their own" to maximize mpg. And based on current estimates provided by the Voluntary Program, the trucking industry has done an outstanding job of conservation between 1975 and 1980—7.3 *billion* gallons of fuel saved via "economy engines," increased dieselization of trucks, fan clutches, radial tires, aerodynamic devices and other means.

Notably, the total cost of administering the Voluntary Program translates to 1/10¢ for every gallon of fuel saved—an excellent "return on investment" for the American taxpayer!

Approximately 340 companies have enrolled as members of the Voluntary Program; including COMMERCIAL CAR JOURNAL, the first magazine to sign up. What does membership require? No money; only a genuine commitment to saving fuel and a willingness to share your experience with others. *Complete information may be obtained by contacting the Voluntary Truck and Bus Fuel Economy Improvement Program, U.S. Dept. of Transportation (NRD-22), Washington, D.C. 20590.*

What lies ahead that'll help fleets to save fuel? Later this fall, a new "Energy Concepts Testing" project will get underway. A group of 15 Voluntary Program members will serve as consultants to evaluate the desirability and feasibility of testing new economy-related concepts, devices and products as requested by manufacturers and other interested parties.

"Energy Concepts Testing" will be performed using SAE/ATA instrumented test trucks and the Type I or Type II test procedures. All such testing will be conducted at the Transportation Research Center in East Liberty, Ohio, and results will be shared with the industry. Those interested in requesting specific tests should write to Hank Seiff, acting manager of the Voluntary Program, at the address previously noted.

constant steady 55 mph.

A Gateway Transportation Co. test of a smooth-side trailer against an exterior-post type showed a 1.7% improvement in fuel economy.

- **SYNTHETIC LUBRICANTS: 3.1% to 3.9%**

In St. Louis in October 1977, a Type I test involving Mobil Oil Corp. was performed to evaluate fuel savings from a synthetic lubricant in the engine, transmission and differentials. The synthetic showed a 3.1% improvement through reduction in friction.

In 1979, in Grand Rapids, similar results were obtained with a Type II test (3.9% improvement): Mobile Delvac I in engine and transmission with Mobil SHC in the differentials versus conventional 15W-40 engine oil, 80-90 oil in the transmission and regular 90-140 differential lube.

Continued

Fuel economy decreases approximately 2% for every one-mile-per-hour above 55 mph. UPS tests, for example, indicate a 24.4% penalty for operating at 65 mph versus 55 mph.

• AXLE RATIO/ENGINE RPM: 8.09%

The Frederick, Md. tests included making changes to engine and rear axle of a tandem-drive 1978 White Road Boss I. The baseline was established by running the Cat 3406 (255 hp at 1900 rpm) and using a 4.11-ratio rear axle. The comparison was against operating the engine at 1600 rpm and 250 hp; changing the rear axle ratio to 3.55 in order to maintain the same road speed. The result was an 8.09% improvement in economy.

• STRAIGHT NO. 2 FUEL IN WINTER: 1.66% to 3.3%

In 1979 at Indianhead Truck Line, St. Paul, Minn., a Type I test was conducted to evaluate a winter fuel blend (50% No. 1 & 50% No. 2) against straight No. 2 fuel used in conjunction with a Webb fuel heater. The new, GMC Brigadiers were powered by Detroit 6V-92TTs rated 250 hp at 1900 rpm. Ambient temperature was zero deg. F. The straight No. 2 fuel with a heater produced a 1.66% improvement. (Note: Subsequent tests at the Transportation Research Center in East Liberty, Ohio, showed that the use of a (Webb) fuel heater on a hot day will not decrease fuel mileage.)

In August 1980, at the Transportation Research Center, it was demonstrated that 3.3% better economy can be obtained by running straight No. 2, versus a 50% blend of No. 1 fuel.

• ON-OFF VERSUS VISCOUS FAN: 2.61%

In May 1981, a test conducted jointly by Kysor and Associated Truck Line compared the performance of a truck equipped with a Kysor on-off type fan clutch with a unit equipped with a viscous-drive fan. The on-off type unit showed a 2.61% improvement. When Kysor shutters were used in combination with the on-off type fan drive, the improved percent of fuel economy rose to 4.16%.

• AIR INTAKE RESTRICTION: 1.3%

Type I testing in St. Louis was performed to determine the fuel savings by operating with low air intake restriction (approx. 5 in.) versus the engine maker's recommended maximum (approx. 25 in.). Low restriction provided a 1.3% improvement.

• EXHAUST BACK PRESSURE: 2.4%

Type I evaluation in 1977 in St. Louis determined that fuel economy improvement derived from low exhaust back pressure (approx. 1 in.) was 2.4% for Class 8 vehicles when compared to those with the manufacturer's recommended maximum of approximately 3 in.

• LONGER TRAILERS: (see below)

At St. Louis, October 1977, a 45-ft van was compared with a 48-ft van loaded with 11.2% more freight. Findings indicated 1% more fuel was required to move 11.2% more cargo.

During tests conducted at Frederick, Md., in late October 1979, an allied test showed that gross vehicle weight could be raised 50% for a fuel consumption penalty of only 10.07%.

Road speed vs. economy

It's important to remember that the most dramatic improvement in fuel mileage comes from keeping speed down. Fuel economy decreases approximately 2% for every one-mile-per-hour above 55 mph, tests show.

Essentially, controlling road speed can best be done by gearing new commercial vehicles for 58 to 60 mph with low-rpm economy diesels. This keeps engines on the low point of their fuel curve at cruise speed. Alternately, equipment can be retrofitted with some type of road speed governor or cruise control that will give the same result.

For example, recent Type I tests of a Bendix cruise control produced some interesting preliminary findings.

Two identical 1979 IH Transtar 4070-B tractors powered by Cummins Formula 290s were used, both with engine rpm set for 58-mph top speed.

During the test, one rig was driven "pedal to the metal," inducing engine governor droop which permitted varying road speeds up to 63 mph. By contrast, the other Transtar equipped with the cruise control set at 56 mph saved between 9.69% and 11.6% in fuel. The "Double-Nickel Challenge" is the key to tomorrow's economy . . . today.

□ □ □

For a free single copy of this article, write on company letterhead to: Editor, Commercial Car Journal, Chilton Way, Radnor, Pa. 19089

OCT

1981

Chilton's

CCJ

C2150-4

STATISTICAL REFERENCE INDEX 22
CONGRESSIONAL INFORMATION SERV INC ME
S R I ACQUISITIONS
4520 EAST-WEST HIGHWAY - SUITE 800
WASHINGTON DC 20014

1982
BUYERS' GUIDE
FLEET SPECS
REMANUFACTURED COMPONENTS
CATALOG LISTINGS

BEST AVAILABLE COPY

COMMERCIAL CAR JOURNAL for Fleet Management
VOLUME 138 NUMBER 10 OCTOBER 1981

PAGE 141. FLEET BUYERS' DIRECTORY

CCJ's 33rd edition of the only directory serving the entire fleet market. An all-in-one directory for finding manufacturers of truck equipment, plus component parts and services. Pages in this years' Buyers' Directory are color-coded yellow for quick identification.

Telephone Numbers listed by many suppliers are "hot lines" offering immediate product information, especially on "where-to-buy" locations. Black pennant indicates company is an advertiser in this issue. By checking company's name against the advertiser's index, additional product information is instantly available.

PAGE 221. MAKES • MODELS • COMPONENTS

The industry's only list of 1982 truck makes and models, including wheelbase and horsepower data. This year's exclusive makes and models section is color-coded green. An individual listing of the various makes and models by manufacturer can be found on page 221.

PAGE 269. REMANUFACTURED COMPONENTS GUIDE

A "Who's Who" of the parts and components remanufacturing industry. This unique directory of major remanufacturers lists individual components, warranties and where to buy. These pages are color-coded blue.

PAGE 285. CATALOG DIRECTORY

The industry's first and only catalog directory is an exclusive listing of catalogs offered by manufacturers to CCJ fleet readers. This all-in-one-place directory is combined with reader service postcards for easy catalog ordering. Catalog pages are color-coded black.

facts and figures

By **PAUL REDDY**
Statistical Editor

1981 TRUCK FACTORY SALES BY GVW

GVW Groupings		Chevrolet	GMC	Chrysler	Ford	Freightlinar	International	Jeep Corp	Kenworth	Mack	Mercedes-Benz	Peterbilt	Volkswagen of America	White†	Others	Total Trucks
Under 6,000 lbs.	June-81	31,698	5,750	258	16,839	—	—	4,926	—	—	—	—	2,895	—	—	62,366
	6 Mos.-81	164,803	33,996	1,770	77,777	—	—	18,376	—	—	—	—	21,982	—	—	318,704
6,001-10,000 lbs.	June-81	22,031	5,008	8,596	39,632	—	109	3,237	—	—	—	—	—	—	1	78,614
	6 Mos.-81	115,197	27,860	35,164	203,112	—	721	12,248	—	—	—	—	—	—	2	394,304
10,001-14,000 lbs	June-81	—	—	58	—	—	—	—	—	—	—	—	—	—	—	58
	6 Mos.-81	—	—	223	—	—	—	—	—	—	—	—	—	—	—	223
14,001-16,000 lbs	June-81	—	—	—	—	—	—	—	—	—	—	—	—	—	3	3
	6 Mos.-81	—	—	—	—	—	—	—	—	—	—	—	—	—	11	11
16,001-19,500 lbs	June-81	34	155	—	—	—	—	—	—	—	—	—	—	—	4	193
	6 Mos.-81	439	573	—	—	—	—	—	—	—	—	—	—	—	9	1,021
19,501-26,000 lbs	June-81	1,391	1,615	—	1,061	—	1,032	—	—	—	102	—	—	—	—	5,201
	6 Mos.-81	9,380	8,938	—	5,300	—	4,904	—	—	—	640	—	—	—	—	29,162
26,001-33,000 lbs	June-81	—	87	—	2,333	—	1,476	—	—	—	36	—	—	—	—	3,932
	6 Mos.-81	—	470	—	12,762	—	8,926	—	—	—	228	—	—	—	—	22,386
33,001 lbs. and over	June-81	140	1,022	—	1,062	626	2,205	—	775	1,572	—	513	—	344	168	8,427
	6 Mos.-81	773	6,055	—	4,512	4,948	12,532	—	6,069	8,496	—	3,624	—	2,672	999	50,680
Total	June-81	55,294	13,637	8,912	60,927	626	4,822	8,163	775	1,572	138	513	2,895	344	176	158,794
	6 Mos.-81	290,592	77,892	37,157	303,463	4,948	27,083	30,624	6,069	8,496	868	3,624	21,982	2,672	1,021	816,491
	6 Mos.-80	249,845	68,764	68,667	254,644	5,812	16,567	21,052	5,516	11,056	—	3,808	15,228	3,640	1,575 ††	726,174
Trucks with Diesel Engines*	6 Mos.-81	5,880	12,529	—	12,089	4,948	22,361	—	6,069	8,496	868	3,624	16,650	2,672	999	97,185
	6 Mos.-80	19,762	18,948	—	18,818	5,812	11,081	—	5,516	11,056	—	3,808	8,733	3,640	879	108,053

Source: Motor Vehicle Manufacturers Assoc.
*Included in totals, but excludes school bus chassis and other buses. †Includes Autocar and Western Star.
"Others" includes Crane Carrier, Divco, Duplex, Hendrickson, Oshkosh and Walter. ††Includes 657 AM General.

TRUCKS WITH DIESEL ENGINES

(Factory Sales from U.S. Plants by Make and GVW)

Make of Truck		6,000 lbs and less	6001-10,000 lbs	19,501-26,000 lbs	26,001-33,000 lbs	33,001 lbs and over	Total
Chevrolet	June-81	298	—	324	—	70	692
	6 Mos.-81	3,041	—	2,416	—	423	5,880
Ford	June-81	—	—	180	1,141	1,045	2,366
	6 Mos.-81	—	—	750	6,999	4,340	12,089
Freightliner	June-81	—	—	—	—	626	626
	6 Mos.-81	—	—	—	—	4,948	4,948
GMC	June-81	79	—	814	87	996	1,976
	6 Mos.-81	2,254	—	3,943	464	5,868	12,529
International	June-81	—	54	516	1,257	2,205	4,032
	6 Mos.-81	—	201	2,130	7,509	12,521	22,361
Kenworth	June-81	—	—	—	—	775	775
	6 Mos.-81	—	—	—	—	6,069	6,069
Mack	June-81	—	—	—	—	1,572	1,572
	6 Mos.-81	—	—	—	—	8,496	8,496
Peterbilt	June-81	—	—	—	—	513	513
	6 Mos.-81	—	—	—	—	3,624	3,624
Volkswagen	June-81	2,275	—	—	—	—	2,275
	6 Mos.-81	16,650	—	—	—	—	16,650
White	June-81	—	—	—	—	344	344
	6 Mos.-81	—	—	—	—	2,672	2,672
Others	June-81	—	—	*161	*−23	168	306
	6 Mos.-81	—	—	*640	*228	999	1,867
Total	June-81	2,652	54	1,995	2,462	8,314	15,477
	6 Mos.-81	21,945	201	9,879	15,200	49,960	97,185
	June-80	8,084	878	1,183	3,159	7,807	21,111
	6 Mos.-80	34,606	1,539	3,932	14,893	53,083	108,053

Source: Motor Vehicle Manufacturers Assoc.
Reporting firms do not represent entire industry. *Mercedes-Benz.

1981 TRUCK TRAILER SHIPMENTS

Type of Trailer	June 1981	6 Months—1981 Units	6 Months—1981 Value²
Vans	6,710	34,114	437,865
Tanks	676	3,729	109,320
Bulk commodity and dry material	239	998	26,590
Pole and logging	58	598	6,317
Platform	2,008	10,538	90,180
Low-bed heavy haulers (over 10 tons)	798	4,194	52,942
Dump trailers and dump chassis	742	3,374	48,844
Auto transports	24	79	1,956
All other tractors and chassis	72	746	7,927
Total—Complete tractors and chassis	11,327	58,370	781,941
Detachable trailers¹	829	4,904	45,004
Detachable trailers chassis¹	1,145	8,203	40,345
Dollies or converter gear	653	3,227	13,845

Source: Industry Division, Bureau of the Census.
¹Sold separately.
²Add 000.

TRUCK RETAIL SALES AND STOCKS—U.S.

New Trucks by Gross Vehicle Weight Groups	Sales July 1981	Sales Calendar Year 1981	Stock End of Month
Light Duty			
0-6,000 lbs.	72,046	553,311	289,956
6,001-10,000 lbs.	72,562	530,794	197,835
10,001-14,000 lbs.	43	319	61
Medium Duty			
14,001-16,000 lbs.	—	8	—
16,001-19,500 lbs.	227	1,296	439
19,501-26,000 lbs.	7,374	46,733	22,797
Heavy Duty			
26,001-33,000 lbs.	4,583	32,429	12,812
33,001 lbs. and over	9,320	60,826	26,045
Totals—1981	166,155	1,225,716	549,965
Totals—1980	207,243	1,410,428	551,352

Source: Motor Vehicle Mfrs. Assoc.

DIESEL ENGINES USED IN TRUCKS

(Factory Sales from U.S. Plants
including exports to Canada and other exports)

Make of Truck		Cat	Cummins	Detroit Diesel	International	Mack	All Others	Total
Chevrolet	June-81	132	—	297	—	—	355	784
	6 Mos.-81	1,065	96	1,947	—	—	3,542	6,650
Ford	June-81	922	818	1,116	—	—	—	2,856
	6 Mos.-81	6,023	3,106	5,527	—	—	—	14,656
Freightliner	June-81	111	391	124	—	—	—	626
	6 Mos.-81	744	3,512	745	—	—	—	5,001
GMC	June-81	432	541	1,181	—	—	79	2,233
	6 Mos.-81	2,471	2,701	6,279	—	—	2,282	13,733
International	June-81	237	2,380	416	2,021	—	62	5,116
	6 Mos.-81	1,663	12,007	2,720	10,391	—	257	27,038
Jeep Corp.	June-81	—	—	—	—	—	*322	*322
	6 Mos.-81	—	—	—	—	—	*1,946	*1,946
Kenworth	June-81	201	471	202	—	—	—	874
	6 Mos.-81	1,327	4,219	1,005	—	—	—	6,551
Mack	June-81	16	78	43	—	1,757	13	1,907
	6 Mos.-81	265	445	184	—	9,448	98	10,440
Peterbilt	June-81	191	333	32	—	—	—	556
	6 Mos.-81	1,307	2,281	357	—	—	—	3,945
Volkswagen	June-81	—	—	—	—	—	2,358	2,358
	6 Mos.-81	—	—	—	—	—	17,170	17,170
White	June-81	50	239	75	—	—	—	364
	6 Mos.-81	387	1,634	743	—	—	—	2,964
Others	June-81	51	59	68	—	—	†138	316
	6 Mos.-81	273	330	443	—	—	†868	1,914
Totals	June-81	2,343	5,310	3,554	2,021	1,757	3,327	18,312
	6 Mos.-81	15,525	30,531	19,950	10,391	9,448	26,163	112,008
	June-80	2,566	4,727	4,033	1,382	1,540	9,975	24,223
	6 Mos.-80	17,457	28,287	21,746	3,458	11,853	39,752	122,553

Source: Motor Vehicle Manufacturers Assoc. Reporting firms do not represent entire industry.
"All Others" includes Isuzu, Mercedes, Nissan, Olds, Perkins, Scandia Vabis. *Isuzu †Mercedes-Benz